Manitoba

Annual Report 1989 - 90

Manitoba Industry, Trade and Tourism

91-05432/

Minister of
Industry, Trade and Tourism

Winnipeg, Manitoba, CANADA
R3C 0V8

His Honour George Johnson
Lieutenant-Governor of Manitoba
235 Legislative Building
Winnipeg, Manitoba

May It Please Your Honour:

I am pleased to present the Annual Reports of the Department of Industry, Trade and Tourism, the Fitness and Sport Directorates and an associated agency, the Manitoba Trading Corporation, for the fiscal year ending March 31, 1990. Three other associated agencies, the Manitoba Development Corporation, the Manitoba Horse Racing Commission, and the Manitoba Research Council report annually under separate cover.

Respectfully submitted,

J.A. Ernst
Minister of Industry, Trade and Tourism

Manitoba

**Deputy Minister of
Industry, Trade
and Tourism**

Winnipeg, Manitoba, CANADA
R3C 0V6

The Honourable J.A. Ernst
Minister
Manitoba Industry, Trade and Tourism

Sir:

It is my privilege to present the Annual Reports of the Department of Industry, Trade and Tourism, the Fitness Directorate and the Sport Directorate and an associated agency, the Manitoba Trading Corporation concerning the fiscal year 1989-90.

During the fiscal year, the Manitoba Bureau of Statistics was transferred to the Department, and the Sport and Fitness Directorates became part of the responsibilities of the Minister of Industry, Trade and Tourism. The Rural Business Development Branch was moved to the Department of Rural Development.

Respectfully submitted,

H G Eliasson

Hugh G. Eliasson
Deputy Minister of Industry, Trade and Tourism

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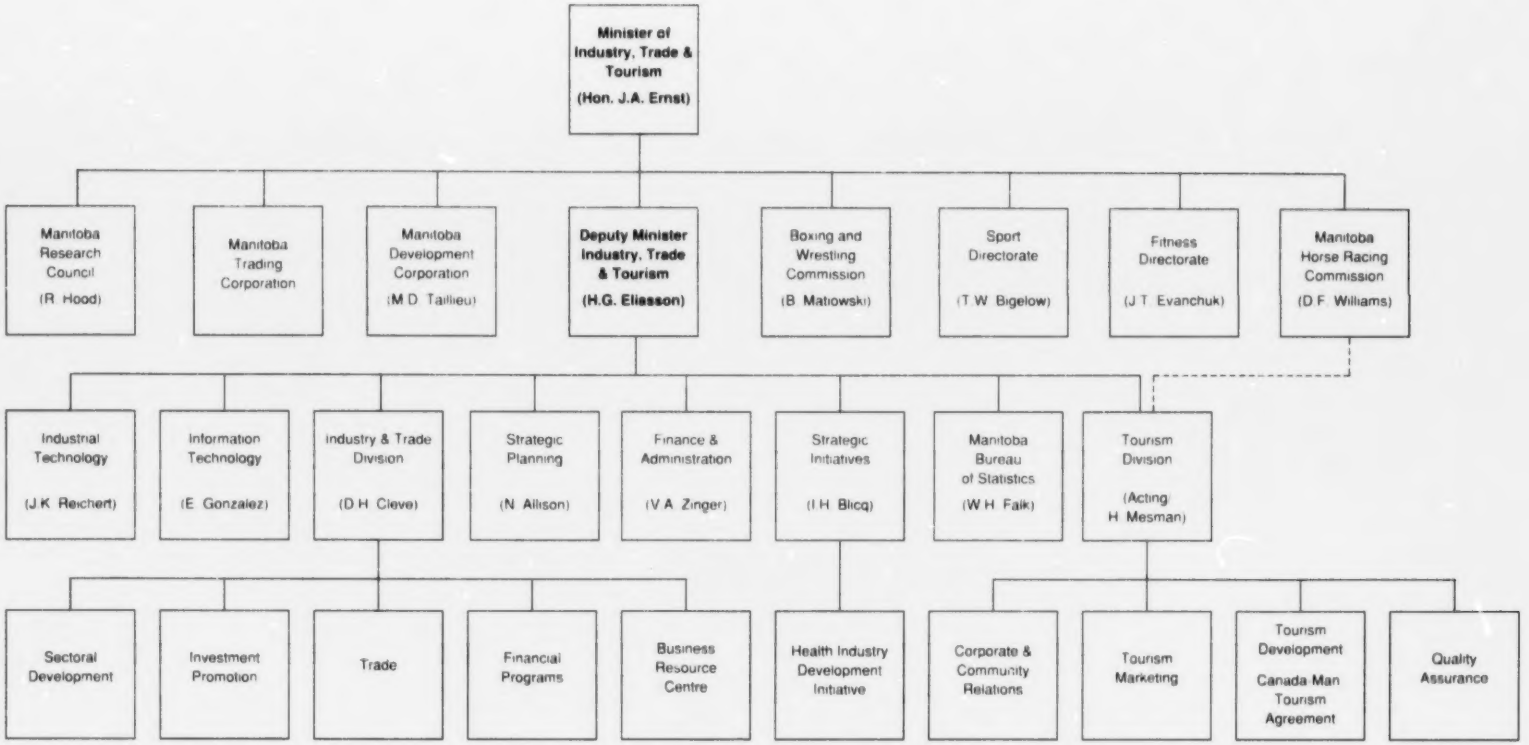
Organization Chart – Manitoba Industry, Trade and Tourism – 1989-90

Reporting to the Minister of Industry, Trade and Tourism
March 31, 1990



Statutory Responsibilities of the Minister of Industry, Trade and Tourism

The Boxing and Wrestling Commission Act
The Convention Centre Corporation Act
The Design Institute Act
The Development Corporation Act
The Fitness and Amateur Sport Act
The Horse Racing Commission Act
The Research Council Act
The Statistics Act
The Tourism and Recreation Act
The Trading Corporation Act

The Statistics Act was added to the responsibilities of the Minister during the fiscal year. No legislation was deleted from his responsibilities.

Historical Note

The Department of Industry, Trade and Tourism was established on August 1, 1988. The Department was formed from the Department of Industry, Trade and Technology and the Department of Business Development and Tourism. Prior to these departments, there had been a Department of Economic Development and Tourism, which was formed from the Department of Economic Development. The predecessor of the latter was the Department of Industry and Commerce.

Introduction

This report is generally structured in the order of the Departmental estimates for Industry, Trade and Tourism. Each main appropriation (division) is introduced, followed by a description of any sub-appropriations within it, including their objectives, activities, results and expenditures showing the estimate compared to the actual figures. The exceptions to the estimates sequence are: the Sport Directorate, which although entirely lottery funded in 1989-90, is included following the Fitness Directorate in the Administration and Finance section; the strategic initiative for Health Industry Development is located after the Industry and Trade Division; and the Canada-Manitoba Tourism Development Agreement section combines the information for its operating expenditures and capital grants.

The Appendix contains the Associated Agencies' material and the Financial Information section.

The Department

The Department of Industry, Trade and Tourism is the lead agent for economic development in Manitoba. The Department supports and encourages business and industrial entrepreneurial activity by providing assistance in obtaining equity funding, working capital, and the retention of professional consulting services for business start-ups or expansions; and offering programmes that encourage the introduction of advanced technologies, new initiatives in the export market, and the development of tourism marketing and promotion.

The Department consists of four divisions, Administration and Finance, Industry and Trade, Technology, and Tourism, in addition to other units.

1. Deputy Minister - advises the Minister on policy matters; establishes and maintains effective inter-agency liaison and communications with the private sector and institutions with respect to economic activities. Co-ordinates and manages the activities of the Department.
2. Strategic Planning - responsible for economic policy development, economic research, program evaluation, Strategic Studies Program management and appraisal of projects relating to the Department's role as lead agency for economic development.
3. Financial and Administrative Services - provides accounting, personnel management and other administrative requirements and central services to the Department.
4. Industry and Trade Division - encourages and assists the establishment and expansion of industrial ventures in Manitoba in order to create new employment opportunities; promotes Manitoba goods and services in external markets; administers policy aimed at maximizing benefits from public purchasing activities; promotes Manitoba's potential for business and industrial investment; and provides information and counsel to those considering establishing a small business, with special consideration for new rural and women entrepreneurs.
5. Strategic Initiatives - identifies, pursues and implements strategic initiatives in selected non-traditional sectors with broad public service characteristics, such as the health industries, involving public sector effort and private investment to create long-term jobs; and negotiates with the Federal Government of long-term multi-departmental support.
6. Technology Division - promotes technological development in the province by advising and assisting on matters related to science, research and development, engineering and technology, by planning, developing and delivering a range of informatics and other technology-related initiatives (including Industrial Technology, the Manitoba Aerospace Technology Program, and Information Technology Industry Development); acts as lead agent in departmental, governmental and intergovernmental matters related to science and technology; and provides an annual grant to the Manitoba Research Council.
7. Manitoba Research Council - under authority of The Research Council Act, advises the Minister, recommends policies and administers selected programs to stimulate application of scientific and technical research to foster economic growth. (The Annual Report of the Manitoba Research Council is tabled under separate cover.)
8. Tourism Division - responsible for the promotion of Manitoba as a tourist destination, and for analyzing, evaluating and recommending the most effective utilization of tourism-related resources. In consultation with the industry, prepares strategies and programs compatible with tourism development policies.
9. Corporate and Community Relations - the Department's central agency for dissemination of information internally and externally to the public.
10. Manitoba Horse Racing Commission - supports and supervises a horse racing and breeding industry. (The Commission tables its Annual Report under separate cover.)
11. Manitoba Bureau of Statistics - the central Provincial agency operating under The Statistics Act.

Other Responsibilities of the Minister

12. Fitness Directorate - promotes healthy lifestyles and increased participation in physical activity.
13. Sport Directorate - stimulates growth and development of sport.

Associated agencies:

14. Manitoba Boxing & Wrestling Commission - supervises and controls professional boxing and wrestling.
15. Manitoba Development Corporation - operates under The Development Corporation Act, Part 2. (The Corporation's Annual Report is tabled under separate cover.)
16. Manitoba Trading Corporation - established under authority of The Trading Corporation Act to encourage, develop and increase Manitoba exports and trade. For Annual report, please see Associated Agencies in this report.

Administration and Finance

Administration and Finance's objectives are to provide for: the operations of the offices of the Minister and Deputy Minister; support services of executive response, policy and planning, and related economic information, and of central administration; programs to promote physical fitness; and a development grant to the Faculty of Management at the University of Manitoba.

The components of Administration and Finance, that is, the Minister's appropriation, Executive Support, Strategic Planning, Finance and Administration, the Fitness Directorate, and Grant Assistance - Faculty of Management, are described in the following pages.

Minister

The Minister plans, leads, organizes and controls the affairs of the Department in a manner consistent with the Department's mission and government policies and priorities.

Expenditures by Sub-Appropriation

1(a) Minister's Salary	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	20,500	1.00	20,600	(100)	

Executive Support

Under the direction of the Minister and in accordance with the mission of the Department, the Deputy Minister co-ordinates and manages the activities of the Department and advises the Minister on matters related to industry, trade, small business, technology, and tourism. Executive Support also provides for the internal audit function for the Department.

Expenditures by Sub-Appropriation

1(b) Executive Support	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	313,700	8.00	293,300	20,400	
Total Other Expenditures	116,400		76,400	40,000	1

EXPLANATION NUMBER:

1. Increase travel itinerary of Minister and Deputy Minister to fulfill obligations as Government representatives within North America and overseas.

Strategic Planning

Objectives

The Strategic Planning Branch's objectives are to provide necessary information, economic analysis, policy advice, program evaluation and development services, planning assistance, interagency liaison, and selected other services to the Department in support of its role as "lead agent" responsible for economic development activities.

Activities

The Branch:

- Monitors economic circumstances. It acquires and makes available selected information important to the operations of the Department.
- Undertakes economic research into areas of concern to the Department. It advises Department with respect to current issues.
- Provides policy support in key areas, i.e., interprovincial trade barriers, foreign investment, government procurement, the service sector, transportation and regional development. It assists in program evaluation and the development of new initiatives.
- Works closely with federal government departments such as Western Economic Diversification and Industry, Science and Technology and municipal governments such as the City of Winnipeg. It works closely with other provincial government departments such as Culture, Heritage and Recreation, Rural Development and Government Services.
- Coordinates the Department's annual strategic planning efforts. It works closely, when requested, with individual divisions and branches in the development of plans. It engages consultants under the Strategic Studies program to undertake selective research projects in support of economic policy development.
- Manages the Research and Studies Program and provides the Co-secretary function with respect to the Canada-Manitoba ERDA Tourism Development Agreement.

Results

The results are reports, briefing notes, assessments and submissions on economic development matters. Less tangible, but equally import, is the accumulated knowledge or "intelligence" of the Branch about economic trends, issues, strategies and programs, and on the economic environment. It is this intelligence which provided the basis for quick response to issues as they emerged.

A major undertaking during the year was the assistance provided to the Tourism Division in the development of a mission statement and in plan development. Particular support was also given to the Western Ministers Working Group with respect to a range of cooperative initiatives amongst the Western Provinces.

The branch enhanced its ability to provide the Department with information on economic circumstances and participated in major program evaluation and development initiatives.

Expenditures by Sub-Appropriation

1(c) Strategic Planning	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	367,700	9.00	401,600	(33,900)	
Other Expenditures	434,700		546,600		
- Grants/Transfer Payments	15,000		10,000		
Total Other Expenditures	449,700		556,600	(106,900)	1

EXPLANATION NUMBER:

1. The Strategic Studies Program was not fully utilized due to a shortage of acceptable research projects and turnover in the staff needed to monitor and control the projects.

Financial and Administrative Services

Objective

The Finance and Administration Branch's objective is to provide administrative and support services to the Department, the Manitoba Research Council and the Fitness and Sport Directorates, in accordance with government policy and regulatory procedures as set out by central agencies within the Provincial administration.

Activities

The Branch co-ordinates and provides administrative and financial services for the Department, the Manitoba Research Council and the Fitness and Sport Directorates. This includes centralized services such as specialized accounting, financial management, personnel management, computer systems and office facilities.

It ensures that all government legislative and regulatory requirements pertaining to expenditures, records, revenues, procurement and personnel are addressed in an appropriate and timely manner.

It also provides direction and leadership in areas such as Freedom of Information, French Language services, Affirmative Action, Decade for the Disabled requirements, and Executive Development.

Results

A major undertaking during the year was the creation of an Authority Seeking Documents Manual to assist staff with the preparation and routing of documents. An Information Systems Steering Committee was created to address the development and implementation of departmental policies and procedures regarding computer hardware, software and systems.

Workload statistics are available for the ongoing functions of the Branch. The Financial Management section processed approximately 14,120 payments to suppliers and government departments and received 1,084 revenue payments during the year. Three hundred and thirteen (313) authority seeking documents, including Cabinet Committee submissions and Orders in Council, were routed through the Branch. Computer Services supported and maintained a total of 192 computers and printers with maintenance of two existing networks and the installation of four additional local area networks during the year. The Personnel Services section completed 84 appointments, conducted 21 job competitions and processed payroll information for 320 people. Twenty-three (23) Freedom of Information requests were received and processed.

Expenditures by Sub-Appropriation

1(d) Finance and Administration	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	617,800	19.26	626,500	(8,700)	
Other Expenditures	216,400		239,500	(23,100)	

Fitness Directorate

Objectives

The Fitness Directorate's mandate is to encourage and promote increased participation in physical activity leading to personal fitness and a healthy lifestyle for all Manitobans. The following objectives flow from this mandate:

- To increase public awareness of the benefits of fitness and active lifestyle choices for all Manitobans.
- To increase the availability and accessibility of meaningful fitness programs that facilitate participation in physical activity.
- To encourage greater personal achievement and lifelong commitment to fitness regardless of age or individual competency levels.
- To develop and update a long range strategic plan for meaningful fitness program development in Manitoba.
- To broaden the technological information base and strengthen an integrated network through increased information/resource sharing.
- To enhance the training and recognition of leaders, volunteers and participants who are active within the fitness delivery system.

The mandate applies to all Manitobans, however special emphasis is necessary on specific target groups:

- Youth (birth - 19 years of age)
- Employees (workplace)
- Older Adults (pre-retired/retired)
- Disabled/Disadvantaged
- Overweight/Inactive

Activities

The Directorate provides coordination and consultative services in addition to information resources and financial assistance to projects and organizations consistent with its objectives. Specific activities consist of the following:

1. **Rural Fitness Leadership Development Program:** The Directorate makes available to all rural Manitoba communities a program consisting of established performance standards for the basic fitness leader and specialty interest courses. These are designed to prepare fitness leaders in the delivery of programs aimed at specific target groups, such as: strength training for fitness, walking for fitness, fitness and the older adult, fitness and pregnancy, and training of trainers.
2. **Development of The Manitoba Fitness Leadership Development Association:** The Directorate has been actively involved in the establishment of the Association, a mechanism to ensure high standards of fitness programming through the identification of performance standards, guidelines, policies and ongoing evaluation.
3. **Regional Fitness Development:** The Directorate promotes enhanced collaboration and communication among health, fitness, recreation, sport and education professions within regions, for the development of an integrated approach to active living and healthier lifestyles.
4. **Canada's Fitweek:** The Directorate coordinates Manitoba's participation in this national program to encourage participation in physical activity.
5. **Corporate Challenge Program:** Through this program, the Directorate provides consultative services to places of work throughout Manitoba to institute special participatory events leading to the adoption of healthy lifestyles.
6. **Manitoba Society of Seniors "55 Plus Seniors Games":** The Directorate assists this event, which promotes active living among older adults throughout Manitoba.
7. **Fitness for Seniors Leadership Development:** Training courses for retired people who wish to become fitness leaders are conducted in the province by accredited leaders with the financial support of the Directorate.
8. **Quality Daily Physical Education:** In co-operation with the Department of Education and Training and the Manitoba Physical Education Teachers' Association, the Directorate provides support and training to teachers across the province to promote Quality Daily Physical Education.
9. **"Project Apex":** The Directorate, in co-operation with the Manitoba Milk Producers' Marketing Board, delivers an educational program involving key elements of physical activity and healthy eating habits. This is an example of the ongoing co-operation among the Directorate, the Department of Education and Training, and school divisions.
10. **Education for Youth with Diabetes:** The Directorate provides financial support to the Canadian Diabetes Association to operate a camp in Manitoba for children and youth with diabetes to help them cope with their diabetes and to introduce them to healthy lifestyle concepts.
11. **Resource Development:** The Directorate develops and produces informational resources such as posters and reading material promoting active lifestyles.
12. **Nutritious Way to Fitness:** The Fitness Directorate provides nutrition informational resources to fitness leaders throughout Manitoba to promote healthy lifestyles, which include an appropriate

combination of physical activity and proper eating habits.

13. **"Fit Parade":** The Fitness Directorate has become a partner in sponsoring a series of 13 made for television educational video tapes that focus on fitness activities within reach of most Manitobans. Each explains a fitness related activity, such as cycling, with detail including the basic skills and components such as proper clothing and equipment.

Results

The Fitness Directorate distributed grants totalling $119,600 and purchased fitness program requirements (resource materials) at a cost of $80,356.33.

1. **Rural Fitness Leadership Development Program:** To date (March 31,1990) approximately 560 fitness leaders have been certified in Manitoba.
2. **Development of the Manitoba Fitness Leadership Development Association:** With the assistance of the Directorate, the Association was duly constituted and functioned extremely well, expanding its services throughout the province.
3. **Regional Fitness Development:** The Directorate provided consultative support and financial assistance to the Westman Regional Wellness/Fitness Development Committee.
4. **Canada's Fitweek:** The 1990 program was held throughout Manitoba, May 25 - June 3, 1990. In 1990, like 1989, there were approximately 450 groups which registered their activities, however many of the groups within the various communities combined to form fewer groups, but involving many more participants. First time participants on a large scale were the Universities of Manitoba and of Winnipeg, the Health Sciences Centre, Manitoba Hydro and Manitoba Telephone System.
5. **Corporate Challenge:** Major events were held in Winnipeg, Brandon and Thompson.
6. **Manitoba Society of Seniors "55 Plus Seniors Games":** The Directorate provided financial assistance to the Manitoba Society of Seniors, in partnership with Sport Directoate and Recreation, for the successful planning and operation of the games.
7. **Fitness for Seniors Leadership Development:** A total of 47 leaders completed the course, with many community seniors groups adopting a fitness related program as a result.
8. **Quality Daily Physical Education:** Teachers were trained by a nationally selected squad of experts as regional team leaders, so that they might in turn train others to promote and adopt an active lifestyle.
9. **"Project Apex":** The program included the distribution by the Directorate and the Milk Marketing Board of resource kits and training of grade six teachers in Winnipeg and rural school divisions.
10. **Education for Youth with Diabetes:** The financial assistance was provided and a successful program was held at Camp Birchbark.
11. **Resource Development:** The Directorate revised the motivational resource "Fit-4-Fun" and, in co-operation with Fitness Canada and other provinces and territories, produced Active Living posters and Walking booklets, for widespread distribution in Manitoba.
12. **Nutritious Ways to Fitness:** In co-operation with the Manitoba Milk Producers' Marketing Board, the Directorate provided this nutrition resource to fitness leaders, another example of Fitness complementing other active living/healthy eating initiatives.
13. **"Fit Parade":** The Directorate shared in the cost of producing the video tapes, the first of which were completed.

In 1989/90, the Directorate's general operating and salaries expenditures were funded through the consolidated fund. Lotteries revenue provided for program development, administration of new activities and financial assistance.

Expenditures by Sub-Appropriation

1(e) Fitness Directorate	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
FROM CONSOLIDATED FUND					
Total Salaries	110,400	3.00	125,600	(15,200)	
Total Other Expenditures	7,200		7,200	0	
FROM LOTTERIES REVENUE					
Other Expenditures	117,400		140,400	0	
- Grants/Transfer Payments	119,600		119,600	0	
Total Lotteries Expenditures	237,000		260,000	(23,000)	

Sport Directorate

Objectives

The Sport Directorate's mission is to stimulate growth and development of sport in Manitoba, resulting in a positive effect on the physical, mental and social wellbeing of all Manitobans. Objectives stemming from the mission are:

- To ensure a commitment to support the development of amateur sport.
- To support technical development of sport.
- To promote the value of participating in amateur sport.
- To ensure opportunities are made available to allow all Manitobans to participate in amateur sport at their desired skill levels.
- To encourage annual planning by provincial and regional sport organizations.

Activities

The Sport Directorate administers program grants to over 78 provincial and regional sport organizations, and other related sport agencies. It administers and implements Sport programs, such as development of coaches and officials and Games programs. It provides consultative support to provincial and regional sport organizations, and other related sport agencies. The Directorate participates in and supplies administrative support to the Manitoba Sport Policy Advisory Committee. An additional function is liaison concerning sport related matters with Federal, Provincial and Municipal governments and with Agencies, for example Sport Canada, the Coaching Association of Canada and the City of Winnipeg.

Results

The Sport Directorate administered a total of $2,250,530 in program grants to 78 provincial and regional sport organizations and to 14 sport related agencies.

Directorate staff consultants provided support to assigned sports and program areas.

In May, 1989, the Minister Responsible for Sport appointed the Manitoba Sport Policy Advisory Committee to develop a provincial sport policy. The committee responded with the document "Sport Policy Recommendations for the Government of Manitoba", which was presented to the Minister in January, 1990. The Sport Policy recommendations were developed following a series of public meetings held throughout the province in September, 1989, and eight months of committee deliberation. The Sport Policy Recommendations provided a Role Statement, Beliefs and ten key policy statements which address the ten most critical issues currently facing sport, and implementation recommendations.

The year 1989 was celebrated as Year of the Coach nationally. Provincially, the Directorate promoted Year of the Coach with events such as "Thanks Coach", appreciation nights, seminars and promotional materials, all of which contributed to the overall awareness of the important role that coaches play in Manitoba. The response to Year of the Coach activities was excellent and the awareness and enthusiasm created will contribute to the level of coaching in Manitoba for years to come.

The Directorate continued to represent the Province as a partner with the City of Winnipeg and the Manitoba Sports Federation in the five year, $15 million Winnipeg Sport Facility Program. Phase One was completed to provide the required facilities for the staging of the 1990 Western Canada Summer Games. Approval was obtained for Phase Two, which is to improve sport facilities for the citizens of Manitoba and help develop major sport facilities in Winnipeg.

The Manitoba Games are the province's largest multi-sport event. The 1990 Manitoba Winter Games involved over 10,000 athletes, coaches, officials, and volunteers who participated in community and regional events held throughout Manitoba. The Games culminated with Provincial Finals held in Carman, Manitoba and must be considered the best ever Games to date.

The 1989 Canada Summer Games were held in Saskatoon in August. Team Manitoba, composed of over 350 athletes and coaches, displayed an excellent showing with many best-ever individual performances that helped Manitoba finish sixth overall among the provinces and territories.

Note: in 1989/90, the Directorate has been fully funded by Lotteries revenue.

Lotteries Funded Program

Sport Directorate	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
From Lotteries Revenue					
Total Salaries	295,500	9.26	263,400	32,100	
Other Expenditures	336,900		253,800		
- Grants/Transfer Payments	3,930,500		3,953,800		
Total Other Expenditures	4,267,400		4,207,600	59,800	
Special Initiatives					
- Western Canada Games	2,000,000		2,000,000		

Grant Assistance - Faculty of Management

The objective of the grant is to provide financial assistance to the University of Manitoba, Faculty of Management in support of its long-term development. Annual grants over a five year period, 1989/90 through 1993/94, are provided by the Department. The Faculty of Management receives the grant to enable it to add staff, increase enrolment and expand the range of programs and services.

Expenditures by Sub-Appropriation

1(f) Grant Assistance - Faculty of Management	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Other Expenditures	0		0		
- Grants/Transfer Payments	217,000		217,000		
Total Other Expenditures	217,000		217,000	0	

Industry & Trade Division

The Industry and Trade Division's overall objective is to encourage and support industrial and commercial opportunities in the province, including those related to the sale of Manitoba products outside the province.

Details follow of Industry and Trade's branches: Industry and Trade Administration, Industry - Sectoral Development, Industry - Investment Promotion, Financial Programs, Trade, and the Business Resource Centre.

Industry & Trade Division Administration

The objective of Industry and Trade Administration is to provide the overall management function for the five other branches in the Division, and related policy and program development. The branch manages the industrial development, export development, financial programs, small business support and trade policy functions. It co-ordinates and initiates the development of policy and provides program proposals related to small business, export development and industrial development. It also co-ordinates policy development and provides program informational support related to the Canada-U.S. Free Trade Agreement and the Multilateral Trade Negotiations.

Expenditures by Sub-Appropriation

2(a) Industry and Trade Administration	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	181,300	5.00	172,300	9,000	
Total Other Expenditures	8,000		8,000	0	

Industry - Sectoral Development Branch

Objectives

The objective of the Sectoral Development Branch is to encourage investment and promote industrial and commercial opportunities in Manitoba. This is accomplished by: the attraction of new capital investment, the expansion of existing facilities and the sustaining of capital investment in Manitoba. The Branch is involved with both out-of-province and in-province entrepreneurs.

Activities

The Branch:

- Identifies and markets investment opportunites to industrial development prospects both within and outside Manitoba.
- Works to maintain positive liaison between the provincial government, other levels of government and private industry. Plays a co-ordinating role in ensuring that municipal and federal business development programs operate in concert with Manitoba's business promotion activites. Ensures that Manitoba businesses obtain maximum amount of available federal assistance.
- Maintains contact with federal offset program staff to ensure Manitoba manufacturers have every opportunity to gain industrial benefit/offset work.
- Provides a program of cost-shared (government/industry) studies in support of economic development activities. Negotiates development agreements which encourage private companies to invest and create jobs in Manitoba.
- Manages the Department's Western Regional Office located in Brandon.

Results

The Branch was associated with the creation of over 1200 jobs involving new private sector capital investment exceeding $120 million. Notable among the new factories establishing were Hughes Aircraft with an investment of $10 million, and also Can-Oats, Western Combine, and Canadian Guide Rail with respective investments of $16.0, $15.0, and $3.75 million. Significant expansions occurred at Boeing Canada, Canadian Occidental Petroleum, Versatile Farm Equipment, and Manitoba Rolling Mills, totalling $106 million. The Branch actively worked to obtain maximum assistance from all Federal programs, notably Western Economic Diversification, as well as contracts to fulfill Federal offset programs.

Expenditures by Sub-Appropriation

2b-(1) Industry - Sectoral Development	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	867,700	17.00	860,200	7,500	
Other Expenditures	202,700		127,200		
- Grants/Transfer Payments	94,300		181,800		
Total Other Expenditures	297,000		309,000	(12,000)	

Industry - Investment Promotion Branch

Objectives

The objectives of the Investment Promotion Branch are:

- To promote investment opportunities and attract development capital from outside Manitoba, to create new, or expand existing, industrial and commercial enterprises in the province.
- To seek strategic partners for Manitoba companies, thereby increasing productivity and profitability to strengthen the Manitoba economy.

Activities

The Branch's activities consist of:

- Promotional activities such as incoming and outgoing investment missions, seminars, trade show visits or representations to prospective investors both in Manitoba and out of the province. An established program of geographically and sectorally focussed calls carried out on a regular basis is directed at identified development prospects in our target markets - Eastern Canada; selected areas of the United States; Asia Pacific - including Hong Kong, the P.R.C., Taiwan and Korea; Western Europe - the United Kingdom and the Federal Republic of Germany.
- Liaison with, and administration of, the Hong Kong office and Manitoba's contract consultants in the U.K. and West Germany.
- Administration of the entrepreneur and investor class immigration initiatives (under Canada's Business Immigration Program) which provides landed immigrant status to entrepreneurs establishing small businesses in Manitoba or to investors committing a minimum $150,000 investment for at least 3 years in approved commercial ventures or in privately administered syndicate funds providing venture capital for Manitoba projects.

Results

The Branch participated in attracting 30 entrepreneurial immigrants who have invested over $12 million in Manitoba businesses.

Offering memoranda totalling $220 million have been approved under the Immigrant Investor Program. This includes 13 projects totalling $87 million and 10 syndicated funds for $132 million. Thus far a total of $101 million has been subscribed/invested in these offerings.

In conjunction with Sectoral Development, the Branch was associated with new private sector capital investment of $120 million creating over 1200 jobs. Notable among these projects were Minebea Ltd. ($20 million), Canadian Guide Rail ($3.75 million), Pinewood Pure Springs ($1.2 million) and Hughes Aircraft ($10 million).

The Branch has been actively working to maintain good communication with all Manitoba industrial development organizations - municipal and federal - to obtain maximum results. We have also been actively pursuing contacts and contracts under the federal industrial benefits programs both in Canada and in our target markets.

Expenditures by Sub-Appropriation

2b-(2) Industry - Investment Promotion	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	348,800	7.00	359,300	(10,500)	
Total Other Expenditures	399,500		446,700	(47,200)	

Financial Programs Branch

Objectives

The objectives of the Financial Programs Branch are to provide financial support, equity or incentives to companies located in the province that are involved in either manufacturing, processing, research or the commercial development of products or technological ideas within the Manitoba economy. The Branch administers six programs whose objectives are as follows:

Manitoba Industrial Opportunities Program - To provide financial assistance to attract new capital investment, in the form of major industrial projects (50 new jobs or more) to Manitoba; to ensure the commitment to specific job creation by the recipient companies through negotiated terms for the financial assistance provided.

Technology Commercialization Program - To provide support for job creation and economic growth by encouraging technological entrepreneurship and the commercialization of embryonic technologies. The program is targeted towards technology-related entrepreneurs and businesses who are developing innovative ideas and products which have a high degree of technological content.

Manufacturing Adaptation Program - To encourage firms to become more aware of the benefits of high technology for their manufacturing and processing operations; to assist firms to complete technology adaptation studies to determine the feasibility of introducing advanced production equipment to their operations; to provide qualifying businesses with loan financing to secure high technology equipment; to provide counselling to businesses via either program staff or by arrangement with related departments/agencies.

Venture Capital Program - To assist small and medium sized businesses in obtaining equity capital for new start-ups, expansions and working capital; to bring the expertise of the private investors to the small businesses.

Canada-Manitoba Urban Bus Agreement - To provide financial support to private companies to conduct approved research and development projects within Manitoba for the development of selected new or improved products for the urban surface transportation industry.

Small Business Growth Fund (1987) - To provide financial support to the Small Business Growth Fund, a privately managed venture capital fund in Manitoba. The Fund makes equity investments in Manitoba businesses that meet the criteria set by its Advisory Board. The Department supports the Fund to the extent of $1.25 million, representing a maximum of 48% of the capitalization. The Fund has a finite life of ten years with the objective of returning the original capital together with a commensurate return over this period.

Activities

Manitoba Industrial Opportunities Program - The program can provide a variety of incentives for business. The most common form of assistance is that of a secured, low interest loan. However, the incentives can also include various types of loan guarantees, interest subsidies or equity participation by way of preferred or common shares. The assistance could also take the form of training allowances or purchase agreements, and in some special cases, the program may also provide funds for cost-shared studies for potential industrial projects.

Only the cost-shared studies can be funded on a non-repayable basis; all other guarantees or debt instruments must be repaid.

Technology Commercialization Program - The financial assistance is provided through three elements of the program: New Business Assistance, Investment and Technology Transfer. New Business Assistance is in the form of a grant for a portion of actual costs incurred for specified business and technical activities.

The Investment element provides seed financing for successful companies previously involved in New Business Assistance. This investment is recovered through a royalty negotiated as a percentage of the firm's future gross sales. This element of the program was cancelled in June of 1988.

The Technology Transfer element of the program, through grant assistance, encourages the commercialization in Manitoba of technologies developed in universities, private sector or government laboratories. It also supports activities which contribute substantially to the development of Manitoba's technology transfer support infrastructure.

Manufacturing Adaptation Program - Firms can receive assistance for technology adaptation studies which examine the feasibility of introducing high technology to their manufacturing and processing operations. These studies are cost-shared on a 50/50 basis with program funding to a maximum of $7,500. Assuming the project is feasible, businesses can receive five-year loans, to a maximum of $100,000, towards the purchase of high technology equipment. The first two years are interest-free with the remaining three years at a reduced interest rate. Eligible businesses must be export-oriented or involved in inter-provincial trade or contemplating such involvement.

An integral part of the initiative involves the development and delivery of a series of skill building and technology awareness seminars and workshops, sponsored in cooperation with the Canadian Manufacturers' Association.

Venture Capital Program - The program was formally concluded at the end of the 1988/89 fiscal year. This decision was made because of the increased availability of private sources of venture capital, including funds from off-shore investors, which were accessible to Manitoba businesses.

Canada-Manitoba Urban Bus Agreement - The Agreement provides for financial contributions towards approved research and development projects of private firms developing selected new or improved products for the urban surface transportation industry.

Small Business Growth Fund - The Fund through its manager selects investment opportunities in Manitoba enterprises that are submitted to an Advisory Board which makes the final decisions. Investment positions are limited to a maximum of $250,000 in any one business enterprise.

Results

Manitoba Industrial Opportunities Program - Eight agreements were concluded in 1989/90. Three, totalling $77,000 were Federal-Provincial cost shared studies and the other five involved the provision of financial assistance by way of interest subsidized loans totalling $12,143,000. The latter five projects whose capital investment will total $63,711,000 (including $17,893,000 in Federal assistance) will result in the creation or retention of at least 912 jobs.

Technology Commercialization Program - The program provided support to twenty-three businesses during the current fiscal year with total expenditures as follows:

New Business Assistance	$126,686
Technology Transfer	390,000
	$516,686

The companies supported have identified approximately 58 jobs that to date have been either retained or newly created. According to business plans received, additional employment positions are planned to be created in the near/medium term from these projects. Other benefits accrue within the Province due to sub-contracted services and supplies.

Manufacturing Adaptation Program - The Program approved two Technology Adaptation Studies in the amount of $2,000 and thirteen Technology Equipment Loans aggregating $562,625 during the 1989-1990 fiscal year. The firms involved represent various business sectors including the garment industry, millwork production, food production, metal fabrication and machining, production of steel siding and the manufacture of tubular steel utilizing powder coating finishes. The businesses supported have indicated these projects will create 63 jobs.

Venture Capital Program - The Program did not consider any applications during the 1989/90 fiscal year. Staff continued to monitor the existing investment portfolio. Program totals since inception are eighty-one Venture Capital Companies formed, forty-nine companies supported with total investment of $18.4 million of which the Province contributed $6.4 million; 1,160 jobs were created or maintained.

Of the total funds provided through the Venture Capital Program, over 70% has been invested in the manufacturing and processing sector with the balance in research and development, computer software, farm equipment repair and tourism projects.

The Province has been repaid approximately $800,000 on ten of its investments and further payouts are being made. Fourteen companies have closed and one has been reorganized under new ownership since the program began.

Canada-Manitoba Urban Bus Agreement - This program supported two research and development projects during the current fiscal year in the amount of $413,330. The Agreement terminated with respect to project approvals on March 31, 1989 but projects in process were financially assisted for work completed by March 31, 1990.

Small Business Growth Fund - Investments continue to be made in line with the mandate of the Fund. As the Fund is in the first two years of its life no realizations have yet been made.

Expenditures by Sub-Appropriation

2(c) Financial Programs	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	527,800	11.00	523,400	4,400	
Other Expenditures	15,400		38,900		
- Grants/Transfer Payments	4,300		0		
Total Other Expenditures	19,700		38,900	(19,200)	1
Programs:					
- Man. Industrial Opportunities	2,982,300		3,300,000	(317,700)	
- Technical Commercialization	523,400		600,600	(77,200)	
- Manufacturing Adaptation	272,700		550,600	(277,900)	2
- Venture Capital	493,400		575,600	(82,200)	
- Can-Man Urban Bus Agreement	413,300		960,000		
- Can-Man Enabling Vote XXVI			1,440,000		
Total Can-Man Urban Bus Agr.	413,300		2,400,000	(1,986,700)	3
Small Business Growth Fund	122,200		144,000	(21,800)	

EXPLANATION NUMBER:

1. Delays in computer equipment purchases and office supplies.
2. Activity in program did not meet projections primarily due to lack of advertising/promotion of this high technology initiative.
3. $1,318.0 lapsed due to an anticipated agreement with a major company not being finalized prior to March 31/90. $668.7 lapsed as a second company, eligible for funds in 1989/90, was internally reorganized resulting in significant delays in claim processing.

Trade Branch

Objectives

The objectives of the Trade Branch are:

- To promote increased exports of goods and services in domestic and international markets thereby stimulating the creation and maintenance of employment in the Manitoba goods producing and service sectors.
- To ensure Manitoba suppliers are afforded maximum opportunity to obtain benefits from public purchasing activities.
- To conduct policy research and analysis on trade issues impacting on the Manitoba economy.

Activities

The Branch:

- Administers a Trade Assistance Program that provides cost sharing support for individual company participation in trade shows outside Manitoba.
- Organizes and manages group participation by Manitoba firms in recognized international trade shows.
- Organizes group sales missions to external markets.
- Provides consulting assistance to Manitoba industry on export market opportunities, pricing, financing, documentation and other related technical aspects of exporting.
- Organizes seminars on market opportunities or export skills. Implements an export education program.
- Promotes the capabilities which exist in Manitoba in the manufacturing, professional engineering and consulting services sectors.
- Assists in the development and coordination of programs and activities to maximize the benefits accruing to Manitoba from public purchasing activities.
- Undertakes policy research and analysis on complex trade policy issues and monitors Manitoba's trade performance.
- Sponsors the Manitoba Export Awards to acknowledge export achievement.

Results

Support and assistance activities of the Trade Branch resulted in total company-reported committed sales of $1.63 million and projected sales over a 12-month period of $30.27 million for a grand total of $31.9 million.

Sixty-six grants were provided to 47 companies to participate in 55 different trade shows on an individual basis, resulting in $970,000 committed sales and $8.86 million in projected sales. Exhibiting companies appointed 40 agents.

One hundred and fourteen (87 different) companies were supported at 17 Manitoba group exhibits at major industry sector trade shows resulting in $586,000 committed sales and $16.99 million in projected sales. A total of 14 agents and distributors was appointed. Eight shows were in Canada, seven in the USA and two in Europe.

The Branch maintained information booths at 14 shows in support of Manitoba's manufacturing capabilities in general. Advertising was placed in 10 publications and industry sector directories and multilingual product literature was produced for two shows. A total of 44 companies participated in 10 out-going trade missions to the USA, Mexico, Japan and W. Germany. Four incoming delegations from the USSR and the USA were hosted. Although this activity generally meets longer term objectives, companies achieved on the spot sales of $19,050 and project sales of $3.925 million over the next 12 months. Twenty agents were appointed.

Consultation was provided on 295 occasions to companies on trade development needs and 259 export services enquiries were handled. Identifiable sales influenced by such counselling amounted to $51,500 actual and $490,000 projected.

The Branch organized or sponsored 17 trade related seminars which attracted 826 participants. Seven of these were specifically related to the Canada-US Free Trade Agreement. A "Company Readiness for Export (CORE)" computer tutorial was completed and a new initiative to implement an "Export Development Training Program" was started.

Trade policy and research activity continued on the Canada-US Free Trade Agreement and the GATT negotiations. A total of 530 "Guides to Strategic Planning Under Free Trade" was distributed.

The Western Procurement Information Network (WPIN) notified 245 Manitoba companies of 404 government bidding opportunities in Western Canada.

The Branch organized the sixth annual Manitoba Export Awards and honoured the achievements of five exporters: Trace Design Co. Ltd., E-Z Cut Inc./Vidir Machine Shop, Fournier Stands Mfg. of Canada Ltd., Granny's Poultry Cooperative (Man.) Ltd.and Wardrop Engineering Inc. Honourable Mention Awards went to: Riding Mountain Nature Tours and Jodale Perry Corp.

Expenditures by Sub-Appropriation

2(e) Trade	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	709,800	16.00	779,600	(69,800)	
Other Expenditures	865,600		839,900		
- Grants/Transfer Payments	284,600		306,500		
Total Other Expenditures	1,150,200		1,146,400	3,800	

Business Resource Centre

Objective

The objectives of the Business Resource Centre are to enhance and enlarge Manitoba's entrepreneurial and small business community, and to increase the level of successful business starts.

Activities

The Centre provides a first point of contact for timely and accurate business information, counselling and management training, and develops, co-ordinates and delivers a range of activities:

1. **Business Library:** provides comprehensive reference and lending library services in print and electronic formats.
2. **Business Information and Publications**: provides advice, counselling and information including the development and distribution of publications for entrepreneurs and owner/managers.
3. **Entrepreneurial Development Training**: develops and delivers a range of courses and seminars for entrepreneurs and owner-managers to improve business skills.
4. **Business Counselling**: responds to entrepreneurs' requests for counselling, and refers enquiries to other departmental branches. Includes the Master in Business Administration Student Counselling Program and the Rural Counselling Program.
5. **Women's Entrepreneurial Development**: promotes business ownership by women as an economic alternative to following accepted traditional careers.
6. **Manitoba Marketing Network**: provides consultative assistance in marketing and product promotion to business clients, via a private sector advisory group coordinated by the Department.
7. **Business Start**: guarantees loans targeted primarily toward women and rural Manitoba. The program provides loan guarantees through recognized financial institutions to a maximum of $10,000 for a new business start-up. Management training is an integral part of the program and offered to all successful applicants.
8. **Special Programs**: participates in entrepreneurial development programs such as Small Business Week, trade shows and other programs for the support of ethnic and minority entrepreneurs.

Results

1. **Business Library Services**: This program provided services to professional staff and the business community at-large and responded to 6,000 inquiries in 1989/90. Internal functions included records management and freedom of information co-ordination. An Audio-Video Resource Centre, that offered films and tapes relating to small business management, was accessed by approximately 400 users.
2. **Small Business Information**: The Centre provided assistance in the form of advice, counselling and information to approximately 10,000 clients in Winnipeg and rural Manitoba. A total of 23 self-help publications were offered including a bulletin entitled "Of Interest to Women".
3. **Entrepreneurial Development & Training**: This program provided courses and seminars in Winnipeg and communities throughout the Province to enable entrepreneurs to develop innovative strategies and improve management skills. Approximately 1,600 participants attended 100 courses and seminars. Many of these entrepreneurial development programs were delivered through the Winnipeg school systems and other co-operating bodies.
4. **Small Business Consulting**: This program provided assistance to business in a number of sectors, including retail, service and manufacturing. Services were offered in accounting and financing, marketing, production and general business. The consultants at the Centre provided assistance to approximately 400 Winnipeg clients and 200 rural clients.

   Rural Business Counselling: Using departmental consultants, this initiative conducted a series of one-on-one individual counselling sessions with sixteen small business owner/managers in the community of Ashern.

   The M.B.A. Student Consulting Program, which is guided by departmental staff and university professors, assisted twenty small business clients during the summer of 1989.
5. **Manitoba Marketing Network**: Over 115 small businesses benefitted from this personalized service during 1989/90. Entrepreneurs also accessed training from 2 scheduled workshops in Winnipeg. The 25 volunteer executives of this organization are from Winnipeg, Brandon, Selkirk and Dauphin.
6. **Women's Entrepreneurial Initiative**: The Department has successfully launched this initiative for a co-ordinated and effective program for women in business. Its achievements include: (i) a directory of programs and service entitled "Of Interest To Women" which was produced and distributed to 10,000 persons and organizations; (ii) financial and technical support provided to two conferences; (iii) a Provincial counterparts meeting which was initiated by the Department; (iv) participation in the Wom-

en's Consultative Initiative. An inter-departmental strategic plan for the economic development of women was also initiated.

7. **Business Start**: The program was launched in March, 1990 with the participation of the major banks and the Credit Union Central.
8. **Special Programs**: As the Centre is a high profile, public access program, it is required to participate in trade shows, Small Business Week and various other speaking and promotional engagements. The development of ethnic and minority entrepreneurs continued to receive special attention in 1989/90 through The Canadian Council for Native Business, the Community Business Initiative, the Core Area's Entrepreneurial program and other similar initiatives.

Expenditures by Sub-Appropriation

2(f) Business Resource Centre	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	477,800	13.00	524,500	(46,700)	
Other Expenditures	243,800		244,300		
- Grants/Transfer Payments	30,000		30,000		
Total Other Expenditures	273,800		274,300	(500)	

Health Industry Development Initiative

Objectives

The objectives of this strategic initiative are: to develop the health industry in Manitoba through public effort and private investment; to create economically viable new investment and permanent high value employment opportunities through export, and substitution of imports, of health care products and services; and to improve the quality and productivity of the administration and delivery of health care services while helping to reduce health care costs.

Activities

The Initiative's activities are:

Industrial Development - Continued investment sourcing in Eastern Canada, and the United States, ie. joint ventures that arose from Free Trade opportunities, and continued overseas investment sourcing with increased emphasis on Europe.

Product Development - Further developed import replacement and procurement of industrial benefits. Exports of Manitoba health product firms were assisted and sales efforts were supported in health furniture, mobility aids and related products.

Technology Development - Worked closely with the health research community in Manitoba to assist in advancing projects for funding in the areas of biotechnology, diagnostic systems, and prosthetics.

Aging and Rehabilitation - Established the Canadian Aging and Rehabilitation Product Development Centre.

Information/Communications - Further continued support of the newly established Canadian Health Telematics Inc.

Federal-Provincial Negotiations - Business support programs in support of a Canada/Manitoba Strategy were initiated, including a strategic opportunities study in nutrition, a pharmaceutical plant feasibility study and two technology commercialization projects.

Results

During 1989/90, 9 projects were implemented involving $52 million in capital and technological investments with near term employment totalling 260 jobs. There were 100 active projects under negotiation at the end of the fiscal year.

Industrial development opportunities have been identified and have been pursued in Eastern Canada, Minnesota, Germany, Japan, Scandinavia, The Netherlands and Belgium.

Joint ventures and technology transfer projects have been pursued with health product firms in Japan, the United Kingdom, and Hungary.

Additional jobs were created as a result of cooperation in hospital equipment procurement. Component purchases now total over $4 million as a result of the commitment related to the CT Scanning purchase and an additional $9 million in commitments from other radiological purchases.

HIDI has provided extensive staff and management support to the Canadian Aging and Rehab Corporation, establishing the basic organization, and enabling the purchase and the complete refurbishing of a 36,000 square foot building in the Core Area of Winnipeg and the recruitment of the President.

The major initiatives for HIDI were in nutrition and in waste management opportunities which reached the first stages of implementation. The planning stages for establishing a national centre on nutrition in the province have been implemented and undertaken as a priority through extensive institutional, university and private sector involvement.

Significant Federal commitments were advanced to the following:

- the Canadian Disease Control Virology Laboratory
- the Canadian Animal Virology Laboratory
- the Canadian Health Telematics Inc.
- support for specific industrial projects.

There was expansion in activity in overseas contacts and trade shows. A special initiative was undertaken to attract investment from high cost locations in Eastern Canada.

Expenditures by Sub-Appropriation

2(d) Health Industry Development Initiative	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	452,100	9.21	484,800	(32,700)	
Other Expenditures	525,500		569,200		
- Grants/Transfer Payments	1,313,600		1,750,000		
Total Other Expenditures	1,839,100		2,319,200	(480,100)	1

EXPLANATION NUMBER:

1. Due to staff turnover and recruitment difficulties of project consultant/co-ordinator staff, there was slower than anticipated project take-ups in the Industrial Development and the Technology and Product Development Programs which resulted in underexpenditures.

Technology

The Department's three Technology components, the Industrial Technology Branch, the Information Technology Branch, and Manitoba Research Council (Grant Assistance), seek to promote and support the technological development of the province. The three are described in the following pages.

Industrial Technology Branch

Objective

The Industrial Technology Branch's objective is to further Manitoba's technology-based economic development.

Activities

The Branch achieves its objectives by:

- providing analytical, advisory and support service on matters related to science, research and development, engineering and technology, and
- planning, developing and delivering a range of technology-related initiatives.

The Branch acts as lead agent in departmental, governmental and inter-government matters related to science and technology (planning, policy, programs).

It assesses and advises on proposals and actions of governments, the private sector, and others engaged in science, research and development, engineering, and other technology-related activity.

It also develops linkages, interaction, liaison and cooperation among groups involved in and affected by science and technology. This activity may involve intramural and extramural activity with governments, business, education and the community; in particular, it involves the Manitoba Research Council, Manitoba's environment and aerospace business sectors, and others through joint projects and the provision of assistance.

In addition, the Branch plans, develops, and, where appropriate, undertakes a range of assistance and support for activity related to technology in Manitoba. It delivers the Manitoba Aerospace Technology Program and is presently pursuing industrial development strategies that focus on innovation in Manitoba and related to sustainable economic development. It is responsible for the operation of the Manitoba Centres of Excellence Fund. The Branch has developed specialized initiatives such as the Manitoba Industrial Quality Audit Project, and is active in the promotion of public science and technology awareness through support for Manitoba science fairs. It also supports the operation of the Technology Commercialization Program, undertakes initiatives related to technology transfer, and assists the operation of other technology-related departmental initiatives.

Results

Industrial Technology provided analysis and advice on a variety of government matters related to science and technology (eg. Canadian Space Program, Western Canadian Cooperation in Science and Technology, support for Manitoba's participation on the Council of Science and Technology Ministers, the development of a National Science and Technology Action Plan).

Industrial Technology continued to assess proposals and actions related to science and technology (eg. government science and technology expenditure statistics, advice on the Manitoba Research Council operations, assessment of Federal science and technology activity in Manitoba).

It continued to develop linkages and cooperation among those either active in technological change or affected by it. Included are continued improvements in coordination between provincial departments in science and technology areas and increased public awareness of science and technology (for example, through support for science fairs).

The Branch operated the Manitoba Aerospace Technology Program, which continued efforts to increase participation by local firms in the Canadian Space Program and other international efforts, and to work with Manitoba industry to identify and secure new opportunities and to promote Manitoba's aerospace capabilities. An emphasis has been placed on facilitating increased provincial capabilities in aerospace education, training and research and development.

Innovation strategies and initiatives that can advance the innovative capabilities of Manitobans were developed.

Industrial Technology advanced plans and approaches for environment-related industrial development for Manitoba that complements and builds upon the emerging focus on Winnipeg as the World Centre for the International Promotion of Sustainable Development.

The Branch also continued delivery of research and development support through the Manitoba Centres of Excellence Fund. This Manitoba fund to support Centres of Excellence is being used to strengthen and assist Manitoba's participation in the Federal government's National Networks of Centres of Excellence Program and support technical excellence development in Manitoba.

In addition, the Branch continued monitoring and advice on industrial research and development in Manitoba and recommendations on strategies, policies and actions to address Manitoba's situation. It identified emerging science and technology areas for exploitation (eg. in the environment industries area related to 'sustainable development') and provided support for emerging specialized areas such as "Total Quality Management".

Expenditures by Sub-Appropriation

3(a) Industrial Technology	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	382,000	8.00	393,100	(11,100)	
Other Expenditures	138,900		129,400		
- Grants/Transfer Payments	255,400		275,400		
Total Other Expenditures	394,300		404,800	(10,500)	

Information Technology

Objective

The objective of the Information Technology Branch is to formulate strategies and deliver programs to promote the informatics industry in Manitoba.

Activities

The Branch's activities are:

Strategy and Policy Development. Monitors industry trends necessary to formulate ministerial recommendations and secure approval for action in the implementation of strategies, policies and support programs to develop the informatics industry.

Federal-Provincial Government Liaison. Maintains linkages, interaction and cooperation with government agencies to stimulate activity and investment in the informatics sector. Provides Provincial representation in the coordination of the Manitoba-Canada ERDA Technology Applications Sub-agreement. Promotes the creation and implementation of industry development agreements.

Procurement Promotion. Identifies and develops major investment and procurement offset opportunities from anticipated acquisitions by the government. Promotes increased sales of Manitoba's products and services in the public and private sector.

Sectoral Liaison and Opportunity Development. Provides leadership through active participation in key industry and business associations, acting as a catalyst to identify opportunities for business development and to promote Manitoba's informatics industry capabilities.

Software Industry Development. Promotes the development of a viable software industry through the Manitoba Software Association. Provides incubation and business development support services and assists companies in securing provincial and federal funds.

Business and Market Development Support. Supports the growth of small business operations by providing business and market development advise including market research information.

Consortia Development and Projects Implementation. Promotes the development of major investment initiatives by bringing together private and public sector interests focused on the development of strategic technologies. Provides leadership and project management in the implementation of industry development projects.

Co-operative Enterprising Development. Promotes cooperative enterprising by identifying advanced technology and by-products within major public and private organizations which can be developed and marketed by small informatics companies.

Foreign Investment Promotion. Develops and promotes opportunities leading to attract foreign investment and/or entrepreneurial immigration in support of the development of major strategic informatics technology applications.

InfoTech Resource Centre. Promotes the Centre as a focal point for the support of the informatics industry and provides the resources necessary to support training and technology development by government departments and industry.

Results

Strategy, Planning and Policy Development. Through the activities based on Branch strategies over the last year, Manitoba has positioned itself to gain prominence in niche technologies such as: office systems, imaging, geographic information systems, rural telecommunications value added services, health data acquisition systems, utilities meter reading systems, voice response systems, computer graphics, electronic circuits computer assisted design, electronics funds transfer and others.

A proposal to develop a provincial strategy for telecommunications industry development was formulated and accepted. The focus of the strategy is to determine opportunities for rural economic development and support of government decentralization while promoting opportunities for private sector investment. A study to determine such opportunities was commissioned.

Federal-Provincial Government Liaison. Primary contacts were regularly maintained with the federal departments of Communications, Industry, Science and Technology, and the National Research Council to coordinate national programs with provincial efforts. Of significance was the participation in the Software Industry Liaison Committee which led to the development of a national software directory and the organization of the Software'90 conference in Montreal.

The Branch continued to participate in coordinating activities towards the completion of the Manitoba-Canada Technology Applications component of the ERDA Communications and Cultural Enterprises Sub-agreement, ending in March, 1990.

As a result of the proposal for developing the Manitoba telecommunications strategy, the department of Western Economic Diversification made a proposal to develop a Rural Communications Initiative. The mission of this initiative is to foster economic diversification and growth through the increased application of telecommunications technology for the delivery of services to rural areas.

Procurement Promotion. Completed a strategic investment agreement with Wang Canada Ltd. to create Wang's Centre for Imaging Technology resulting in

over $20 million investment and the creation of over 70 high value jobs.

Initiated a study of the feasibility of creating an integrated voice/data network for Provincial government communications, estimated to offer substantial savings and which should present significant economic development opportunities.

Assisted Comcheq Services Ltd. in formulating a proposal to government for the introduction of their Cashex system to distribute payments to government employees. A pilot project with the Provincial government to test the viability of such system will be completed during the 1990/91 fiscal year.

Sectoral Liaison and Opportunity Development. The branch participated actively on the boards of the Electronics Industry Association, Canadian Information Processing Society, Miconex, and Manitoba Software Association to promote the information technology industry and support marketing, product development and business alliances.

The branch, in cooperation with the Science Council of Canada and the Winnipeg Business Development Corporation organized the Manitoba Roundtable with the theme "The Technology Engine in Community Economic Development". Over 100 business leaders participated in the workshops, which led to the formulation of five directions for action and the establishment of a focus group to implement its recommendations.

On the invitation of the Winnipeg Business Development Corporation, formulated a strategy and promotional material to attract national data centres to Winnipeg.

Software Industry Development. The branch continued to provide leadership and support to this industry, through the Manitoba Software Association. A number of seminars were organized to assist in their continued development.

Direct assistance and advice was provided to software companies to facilitate their sourcing of investment funds and market development.

Consortia Development and Projects Implementation. Continued to provided a leadership role for the development of the Linnet Graphics International proposal, with participation by the Province and Western Economic Diversification, to conduct phase two of a $30 million investment leading to the creation of over 200 jobs. Phase II was completed and has proven the feasibility of such a system with annual savings estimated at $20 million per year once implemented.

Initiated discussions with the University of Manitoba's Department of Computer Science to establish an applied research and development centre to promote industry-university initiatives.

InfoTech Resource Centre. Following the reorganization of the Department, the Branch maintained the administration of the InfoTech Centre and its promotion as an incubator for the development of projects and the promotion of use of computers throughout the school system.

Summary. As a result of direct and indirect activites of the Branch, Manitoba has managed to maintain a leading position in the presence of large computer manufacturers in Western Canada. The computer and electronics sector is the second largest exporter after agriculture.

Expenditures by Sub-Appropriation

3(b) Information Technology	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries	331,400	9.00	361,600	(30,200)	
Total Other Expenditures	157,200		170,500	(13,300)	

Grant Assistance — Manitoba Research Council

An annual grant is made to the Manitoba Research Council (MRC) to enable it to strengthen the effective use of science and technology for the economic and social development of the province.

Working closely with industry, government and universities, the Manitoba Research Council (MRC) plays a lead role in encouraging and facilitating scientific research and technological development. MRC also advises the government on developments in new technologies as they relate to the social and economic prospects of the province.

The Council, as an associated agency, tables its annual report under separate cover with the Manitoba Legislature.

Expenditures by Sub-Appropriation

3(c) Grant Assistance Manitoba Research Council	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Total Salaries		28.00	0	0	
Other Expenditures					
- Grants/Transfer Payments	2,711,400		2,711,400		
Total Other Expenditures	2,711,400		2,711,400	0	

Canada-Manitoba (E.R.D.A.) Planning Agreement 1984-89

The objective of the Canada-Manitoba Subsidiary Agreement on Economic Development Planning is to provide a vehicle for joint government-wide analysis and planning to assist both levels of government in determining economic development priorities in the province.

The Agreement has provided for pre-feasibility and other private consultant studies in the following priority planning areas:

- the Service Sector;
- Regional Trade Strategy;
- the Role of Crown Corporations in Manitoba's Economic Development;
- Science and Technology Strategy for Manitoba;
- Cultural Enterprises Initiatives;
- the Transportation Sector in Manitoba; and
- additional planning areas added to the list to give the Agreement greater flexibility, including: ERDA Agreement assessment; special studies as approved by the Management Committee; and targeted opportunities in electronics, co-operatives, health industry, aerospace and, employee profit-sharing or ownership.

The Agreement expired March 31, 1989, however discussions continued concerning extension or renewal to allow full expenditure of the original $3,000,000 commitment provided for in the Agreement.

Payments were made in 1989/90 for the completion of two final approved studies.

Expenditures by Sub-Appropriation

4 Can-Man Economic Development Planning Agreement	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Total Other Expenditures	50,400		150,000	(99,600)	1

EXPLANATION NUMBER:

1. Expenditures reflect the actual requirements to finalize projects under the agreement.

Tourism Division

The overall objective of the Tourism Division (Travel Manitoba) is to promote and develop the tourism industry in Manitoba.

The branches of the Division: Tourism Administration, Tourism Marketing, Tourism Development, Quality Assurance, and Corporate and Community Relations are described in the next pages, followed by the Tourism Development Agreement.

Tourism Division Administration

The objectives of Tourism Division Administration are to provide the overall executive function for the Division and management of the Canada-Manitoba Tourism Development Agreement, and to assist and encourage the orderly development of tourism industry organizations, attractions, facilities and services.

Tourism Administration provides:

- Planning and policy development in co-ordination with Strategic Planning, within the Department and as input into programs and plans of related departments which affect tourism development.
- Research and special study activities related to the current and future needs of the tourism industry.
- Industry liaison and communication with a variety of industry organizations and sectoral groups, including the Tourism Industry Association of Manitoba, the Manitoba Hotel Association, the Manitoba Restaurant and Food Services Association, the Manitoba Lodges and Outfitters Association, the Association of Chefs de Cuisine and special committees such as the Tourism Marketing Council.
- Administration of Tourism Industry Grant Programs to organizations, including the Tourism Industry Association of Manitoba. The grants are listed in Financial Information in this Report.
- Management and administration of the Tourism Development Agreement.

Expenditures by Sub-Appropriation

5(a) Tourism Administration	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Salaries					
- Main Estimate		4.00	168,800		
- Main Estimate Authority from General Salary Increase XXV			2,100		
Total Salaries	217,400		170,900	46,500	1
Other Expenditures	5,000		5,000		
- Grants/Transfer Payments	199,400		199,400		
Total Other Expenditures	204,400		204,400	0	

EXPLANATION NUMBER:

1. In 1989/90 two people filled the Assistant Deputy Minister's position for a portion of the year due to the reorganization of Industry, Trade and Technology and Business Development and Tourism.

Tourism Marketing Branch

Objectives

The objectives of the Tourism Marketing Branch are to increase tourism expenditures within Manitoba, and to increase out-of-province visitor entries and expenditures at a rate that maintains or exceeds Manitoba's current share of domestic and foreign travel markets.

Activities

The actitivies of the Branch are:

- Coordination of provincial tourism marketing and advertising plans in consultation with the private sector and in cooperation with the Strategic Planning Branch and the Corporate and Community Relations branch.
- Coordination of the Province's presence in provincial, national and international marketplaces, seeking to generate frequent travel in-province by Manitobans and to attract visitors from out-of-province.
- Support to Manitoba's tourism industry in consumer promotions including sports, outdoor and vacation shows and special promotions, and trade shows focusing on tour operators, travel agents, association executives and meeting planners.
- Provision of a consumer information and sales programs through Travel Information Centres and tourism booths located at major entry points to the Province.
- Response to all written and telephone enquiries for tourism information and literature.
- Organization and delivery of media and travel trade familiarization tours.

Results

Advertising featured the use of a spokesman, Bud Grant, the former coach of the Winnipeg Blue Bombers and Minnesota Vikings. The response-oriented campaign targeted at Minnesota, Northwestern Ontario, Saskatchewan and Manitoba resulted in increased enquiries and conversions for travel to and within the province. A conversion study conducted by Results Group in October, 1989 demonstrated that for all enquiries received on the 1-800 line, the following percentage of respondents to advertising program actually visited Manitoba:

48% Saskatchewan
39% North Dakota
32% Northwestern Ontario
22% Minnesota

Co-operative campaigns for angling and meetings and conventions, which included newspaper inserts, print advertising and radio, were also conducted in Manitoba, North Dakota, Saskatchewan and Northwestern Ontario.

A specialty advertising program directed at the angling, outdoor adventure, naturalist self-education, convention and motorcoach travel segments was delivered in key North America publications.

In addition, the Branch:

- Participated in 16 sport and vacation shows where 43,201 pieces of promotional literature were distributed; 11 consumer mall promotions where 51,729 pieces of promotional literature were distributed; 13 group travel shows which generated 48 leads qualified for Manitoba; 8 meeting and convention marketplaces resulting in contacts with 188 potential convention and meeting planners.
- Initiated and coordinated 8 major familiarization tours for the motor coach travel and convention markets which resulted in the development of 3 new package tours to Manitoba by U.S. operators.
- Participated in 5 domestic travel and leisure shows which ensure an ongoing presence for Manitoba in its primary consumer markets.
- Hosted 37 travel writers in familiarization tours which are anticipated to generate approximately $3,000,000 in editorial coverage in international publications.
- Produced pins and promotional material, displays, audiovisual presentations, ongoing stock stories, press releases and speeches.
- Distributed over 1.3 million pieces of Manitoba tourism literature through the direct marketing program and in response to enquiries, including the following:
  - Marketing Plan
  - Legislative Building Guide (English and French editions)
  - Vacation Planner
  - Accommodation & Travel Services
  - Manitoba Facts (English and French editions)
  - Fishing & Hunting Adventures
  - Sport Fishing Guide
  - Spectacular Parks & Outdoor Adventure
  - Hunting Guide
  - Le Grand Coeur (French lure guide)
  - Welcome to Manitoba (English, French, German & Japanese editions)
  - Events Guide - Spring/Summer/Fall
  - Events Guide - Winter
  - Convention Facility Guide
  - Winnipeg map sheet
  - Tour shell (group tour, outdoor tour versions)
  - Presentation kit folder
- Responded to over 72,000 written enquiries, an increase of 64% over 1988. Telephone enquiries also increased by 108%, with responses provided for 47,000 toll free calls. Local enquiries increased by 24%, with responses provided for 20,000 calls.

- Enhanced and expanded 10 electronic travel data kiosks to include the lodges and outfitters sector and additional accommodation suppliers for use at 5 major information centres and at trade venues.
- Accommodated in excess of 4,000 reservation enquiries on Electronic Automated Reservation System (EARS).
- Staffed and maintained 7 Travel Information Centres with total registrations of 70,800 and a mobile unit to attend 8 U.S. fairs and festivals generating 6,962 registrations.
- Provided guided tours of the Legislative Building for over 21,000 persons.

Expenditures by Sub-Appropriation

5(b) Tourism Marketing	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Salaries					
- Main Estimate		22.21	685,400		
- Main Estimate Authority from General Salary Increase XXV			21,200		
Total Salaries	713,000		706,600	6,400	
Other Expenditures	3,090,700		3,146,100		
- Grants/Transfer Payments	10,000		0		
Total Other Expenditures	3,100,700		3,146,100	(45,400)	

Tourism Development Branch

Objective

The objective of the Tourism Development Branch is to provide consulting services and programs that will stimulate and facilitate industry growth and the orderly development, expansion and modernization of viable tourism attractions and service facilities in Manitoba.

Activities

The Branch:

- Provides specialized consulting services to tourism industry developers including economic feasibility assessment, project planning, market assessment, land assembly, project financing and advice on legal and regulatory matters to existing and potential tourism attractions and service facilities.
- Assists in the implementation of the capital development, events and industry productivity incentive programs under the Canada-Manitoba Tourism Development Agreement.
- Provides assistance in "packaging" tourism developments for financing, including liaison with financial institutions and various funding agencies.
- Identifies and promotes tourism investment opportunities, particularly in provincial priority sectors (resorts/attractions/specialty lodges) and established destination areas.
- Coordinates specialized conferences to facilitate the orderly development, expansion and modernization of viable tourism facilities and attractions in Manitoba.
- Provides input into tourism policy development both within the Department and to those departments which affect tourism development (eg. Natural Resources; Culture, Heritage & Recreation; Highways).
- Provides funds required to service debt charges relating to Capital Incentive Programs under the Canada-Manitoba Tourism Development Agreement.
- Develops customer service/tourism awareness programs and assists groups and organizations in program delivery.
- Develops and implements rural, community based tourism development programs and tourism action plans.

Results

The Branch provided assistance with upgrading, expansion and development planning to approximately 400 tourism operators and developers. In addition, extensive development work was done with approximately 60 major tourism projects, which included economic feasibility assessment, project planning, market assessment, land assembly, project financing and advice on legal and regulatory matters. Estimated capital costs of these projects totalled over $120 million, with a potential impact of 750 person years of employment during operations and $200 million in increased annual revenues.

In excess of 75 SuperHost seminars were delivered to 2500 participants in 50 communities, and 40 seminar leaders trained for future implementation of the program.

Expenditures by Sub-Appropriation

5(c) Tourism Development	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Salaries					
- Main Estimate		8.00	384,200		
- Main Estimate Authority from General Salary Increase XXV			7,300		
Total Salaries	373,200		391,500	(18,300)	
Other Expenditures	253,800		374,700		
- Grants/Transfer Payments	71,700		0		
Total Other Expenditures	325,500		374,700	(49,200)	

Tourism Quality Assurance

Objective

The objective of the Quality Assurance Program is to provide licensing and qualitative indications of transient accommodation facilities and services throughout Manitoba for the benefit of the travelling public and the travel trade.

Activities

The Program:

- Conducts inspections of transient accommodation facilities and services licensed under the Tourism and Recreation Act and of establishments licensed by the Manitoba Liquor Control Commission which request star rating service.
- Investigates both consumer and industry complaints relevant to the tourism industry, by conducting on-site inspections.
- Encourages the modernization, upgrading and maintenance of transient accommodation facilities and services, and high standards in the design of new facilities.

Results

The Program issued licences to 913, and completed the inspection of 638, transient accommodation facilities and services.

It effected inspections and star ratings of accommodation and services provided, giving consumer satisfaction and a marketing tool to the industry.

It provided updated, accurate and credible information for Travel Manitoba publications which serve the travelling public.

Expenditures by Sub-Appropriation

5(d) Tourism Quality Assurance	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $	Variance Over(Under)	Expl. No.
Salaries					
- Main Estimate		3.00	99,000		
- Main Estimate Authority from General Salary Increase XXV			3,600		
Total Salaries	101,400		102,600	(1,200)	
Total Other Expenditures	59,500		60,000	(500)	

Corporate and Community Relations Branch

Objective

The objective of the Corporate and Community Relations Branch is to provide complete communication and public information support services to all divisions of Manitoba Industry, Trade and Tourism including the Canada-Manitoba Tourism Development Agreement.

Activities

The Branch prepares communication strategies for each division based upon individual marketing and promotional strategies.

Communication plans are implemented through the use of:

- Printed Literature (brochures, pamphlets and reports)
- Advertising
- Direct Mail
- Trade Shows/Mall Displays (exhibits)
- Public Relations (news releases, speeches)
- Audio-Visual Presentations
- Special Event/Promotion Co-ordination (plant openings, conferences, seminars)

Results

The Branch:

- Implemented complete 1990 Tourism Marketing Campaign including national, international and speciality advertising, extensive in-province direct marketing initiative (with Blackwoods Beverages), joint U.S. sales promotion, direct mail and special public relations promotions.
- Re-published all 1990 Travel Manitoba promotional literature including the Vacation Planner, Accommodations and Travel Services Guide, Spectacular Parks and Outdoor Adventures, 1990 Marketing Plan, Master Angler/Fishing Adventure and Events Guides and new Convention and Facilities Guide released December, 1989.
- Published 1987/88 Annual Reports (2) for the previous departments of Business Development and Tourism and Industry, Trade and Technology.
- Published 1988/89 Annual Report for Manitoba Industry, Trade and Tourism.
- Re-published complete line of Business Resource Centre "Management Series" business consulting publications and "How To" series of entrepreneurial handbooks.
- Re-published 1990 "Of Interest to Women" brochure.
- Produced and published the following new publications and support material:
  - Vision Capital Information Brochure
  - Churchill Research Range Brochure
  - Manitoba Business Start Program
  - Manitoba Industrial Opportunities Program
  - Manufacturing Adaptation Program
  - Manitoba Tourism and Recreation Act

Directories/Reports

- Churchill Research Range Report
- Tourism Development Handbook
- Department Program Summary
- Manitoba Export Directory

- Developed complete communications and program support material for Canada-Manitoba Tourism Development Agreement, Grand Beach Developers Call and SuperHost tourism industry training program. Communications included information brochures, collateral material and advertising.
- Provided advertising material and placement in support of Business Resource Centre, Trade Branch show activity, Industry Promotion and Canada-Manitoba Tourism Agreement.
- Produced Export Awards promotional material and advertisement.
- Provided ongoing public relations support, news releases, speeches and collateral material for all departmental activities.
- Provided display hardware co-ordination and graphics in support of 18 Trade Shows.

Summary of 1989/90 Output

- 42 News Releases
- 12 Advertisements
- 71 Speeches/Speaking Notes
- 2 Audio/Visual Presentations
- 14 Information Brochures
- 18 Trade Show Exhibits
- 16 Assorted Collateral Items
- 3 Special Promotions
- 5 Presentations/Annual Reports
- 3 Co-operative Initiatives

Expenditures by Sub-Appropriation

5(e) Tourism — Corporate and Community Relations	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Total Salaries	365,400	9.00	364,700	700	
Other Expenditures	258,500		262,000		
- Grants/Transfer Payments	300		300		
Total Other Expenditures	258,800		262,300	(3,500)	

Canada-Manitoba Tourism Development Agreement 1985-90

Objectives

The Canada-Manitoba Subsidiary Agreement on Tourism Development has the following objectives:

- To stimulate the development of internationally recognized tourism destinations in Manitoba through the development of tourism attractions, events and resort facilities;
- To reduce Manitoba's tourism deficit through the stimulation of:
  a) increased numbers of visitors from international and inter-provincial markets;
  b) increased opportunities for Manitobans to vacation within Manitoba; and
  c) increased length of stay by non-resident visitors to Manitoba;
- To stimulate increased private sector investment in tourism; and
- To improve the productivity of selected sectors of the tourism industry.

Activities

The Canada-Manitoba Subsidiary Agreement for Tourism Development committed $30,000,000 over a five year period to the development of Manitoba's industry and is cost-shared equally by Industry, Science and Technology Canada and the Provincial Department of Industry, Trade and Tourism.

Under the Agreement, the development of Tourism is encouraged through incentives, financial assistance and program support in seven complementary areas. Four destination areas have been designated as primary foci for clustered development and marketing support: Eastern Precambrian region; Lake Winnipeg Beaches/Hecla region; Winnipeg; and Riding Mountain/Duck Mountain region. Also recognized are four specialty products for marketing and development initiatives: sports angling; wilderness adventure; naturalist self-education; and convention, meeting and incentives travel. Staff funded by the Agreement deliver its seven programs, which are as follows.

Program 1: Marketing Expansion

A total of $5,950,000 has been allocated to this program which is designed to expand the interprovincial and international markets for travel to Manitoba.

Program 2: Tourism Resorts, Attractions and Facilities

The $7,100,000 allocated under this program provides for the development or expansion of major private sector resorts, attractions and related facilities.

Program 3: Winnipeg Attractions

This $8,205,000 program provides for the development of new, or expansion of existing major attractions in the City of Winnipeg.

Program 4: Rural Attractions

Financial assistance for the development of new, or expansion of existing, major attractions in rural Manitoba is provided under this $5,325,000 program.

Program 5: Tourism Events

This program provides support for the organization, development, and marketing of major new, recurring tourism events in Manitoba as well as supporting expansion of existing major recurring events.

Program 6: Industry Productivity Enhancement

The $500,000 allocated under this Program is to be directed towards the enhancement of the productivity of Manitoba's tourism industry.

Program 7: Administration, Public Information, Evaluation and Strategic Research

The $1,000,000 program provides the general administrative and public information services to the Agreement, as well as program evaluation activities and strategic planning proposals.

Results

A listing of the 40 projects towards which a total of $3,124,101 was paid in 1989/90 under the Agreement is found in Financial Information. Total funding of $12,785,577 towards 50 projects was approved in the fiscal year.

Program 1: Marketing Expansion

In 1989/90 a total of $2,541,977 was approved for 27 projects including a number of new package tours to Manitoba and the development of new information centres. The total number of projects approved under the program to March 31, 1990 is 107.

Program 2: Tourism Resorts, Attractions and Facilities

In 1989/90 two projects were approved for total assistance of $2,075,000. Total private sector investment of approximately $22 million is anticipated from the 12 projects approved under this program.

Program 3: Winnipeg Attractions

During 1989/90 four projects received a total of $3,750,000 in assistance. A total of 11 projects have been approved under this program with total project costs estimated to be in excess of $49 million.

Program 4: Rural Attractions

During 1989/90 $3,680,000 was approved for two projects including a major expansion of the Keystone Agricultural and Recreation Centre in Brandon. To date 6 projects, with total assistance of $5,092,000 have been approved.

Program 5: Tourism Events

Nine projects totalling $340,000 in assistance were approved during 1989/90. To date, program approvals total $1,693,527 for 19 projects.

Program 6: Industry Productivity Enhancement

A total of $236,900 was approved during 1989/90 for two projects, including the development and implementation of a pilot, province-wide Tourism Awareness Program.

Program 7: Administration, Public Information, Evaluation and Strategic Research

A total of $162,000 toward four projects was approved during 1989/90, including funding for both a wildlife and a South Whiteshell redevelopment study.

Note: capital provisions for the Tourism Agreement are provided through appropriated funds (see Expenditures by Sub-Appropriation, 10) and under Loan Act authority.

Expenditures by Sub-Appropriation

6 Can-Man Tourism Agreement 1985 - 1990 - Operating Total Program Costs	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Salaries	457,400	14.26	571,800	(114,400)	1
Other Expenditures	662,200		630,600	31,600	2
- Grants/Transfer Payments	991,600		1,587,700	(596,100)	2
- Recovery Can/MB Enabling Vote	0		(558,000)		
Total Other Expenditures	1,653,800		1,660,300		

EXPLANATION NUMBER:

1. Variance is due to staff turnover and positions held vacant throughout the year.
2. Under expenditure is due to the delay in program administrative approvals which were not in place at March 31, 1990 coupled with delays and cancellations in project implementations.

Expenditures by Sub-Appropriation

Can-Man Tourism Agreement 1985-1990 — Operating Detail by Program:	Actual 1989/90 $	Estimate 1989/90 SY	Estimate 1989/90 $
Marketing Expansion			
Salaries	98,500	4.26	149,500
Other Expenditures	213,800		137,500
- Grants/Transfer Payments	547,400		821,600
- Recovery Can/MB Enabling Vote	0		(221,700)
Total Other Expenditures	761,200		737,400
Tourism Resorts, Attractions and Facilities			
Salaries	180,600	4.00	179,200
Other Expenditures	57,300		69,000
- Grants/Transfer Payments	122,800		0
- Recovery Can/MB Enabling Vote	0		(49,600)
Total Other Expenditures	180,100		19,400
Winnipeg Attractions			
Salaries	73,700	2.00	74,100
Other Expenditures	150,900		50,000
- Grants/Transfer Payments	0		0
- Recovery/Can/MB Enabling Vote	0		(24,900)
Total Other Expenditures	150,900		25,100
Rural Attractions			
Salaries	0	1.00	52,000
Other Expenditures	400		27,100
- Grants/Transfer Payments	2,500		47,500
- Recovery Can/MB Enabling Vote	0		(25,300)
Total Other Expenditures	2,900		49,300
Tourism Events			
Salaries	47,200	1.00	45,100
Other Expenditures	15,700		10,700
- Grants/Transfer Payments	296,200		574,500
- Recovery Can/MB Enabling Vote	0		(126,000)
Total Other Expenditures	311,900		459,200

Expenditures by Sub-Appropriation

Can-Man Tourism Agreement 1985-1990 — Operating Detail by Program:	Actual 1989/90 $	Estimate 1989/90 SY	 $
Tourism Industry Productivity Enhancement			
Salaries	0		0
Other Expenditures	123,300		177,000
- Grants/Transfer Payments	7,700		56,900
- Recovery Can/MB Enabling Vote	0		(46,800)
Total Other Expenditures	131,000		187,100
Administration, Public Information Evaluation, and Strategic Research			
Salaries	57,400	2.00	71,900
Other Expenditures	100,800		159,300
- Grants/Transfer Payments	15,000		87,200
- Recovery Can/MB Enabling Vote	0		(63,700)
Total Other Expenditures	115,800		182,800

Expenditures by Sub-Appropriation

10 Can-Man Tourism Agreement 1985 - 1990 Capital Total Program Costs	Actual 1989/90 $	Estimate 1989/90 SY	 $	Varienace Over(Under)	Expl. No.
Other Expenditures	129,800		0	129,800	3
- Grants/Transfer Payments	2,733,500		3,591,900	(858,400)	3
- Recovery Can/MB Enabling Vote	0		(718,400)		
Total Other Expenditures	2 863,300		2,873,500		

EXPLANATION NUMBER:

3. Variance due to slower progress on projects listed in the estimates and the need to replace terminated projects during the year.

Expenditures by Sub-Appropriation

Can-Man Tourism Agreement 1985-1990 Capital Detail by Program:	Actual 1989/90 $	Estimate 1989/90 SY	 $
Marketing Expansion			
Other Expenditures	13,300		0
- Grants/Transfer Payments	154,100		524,300
- Recovery Can/MB Enabling Vote	0		(104,900)
Total Other Expenditures	167,400		419,400
Tourism Resorts, Attractions and Facilities			
Other Expenditures	116,500		0
- Grants/Transfer Payments	1,339,700		1,745,200
- Recovery Can/MB Enabling Vote	0		(349,000)
Total Other Expenditures	1,456,200		1,396,200
Winnipeg Attractions			
Other Expenditures	0		
- Grants/Transfer Payments	881,500		891,400
- Recovery Can/MB Enabling Vote	0		(178,300)
Total Other Expenditures	881,500		713,100
Rural Attractions			
Other Expenditures	0		0
- Grants/Transfer Payments	358,200		431,000
- Recovery Can/MB Enabling Vote	0		(86,200)
Total Other Expenditures	358,200		344,800

Grant Assistance — Manitoba Horse Racing Commission

The objectives of the annual grant to the Manitoba Horse Racing Commission are to enable it to control, supervise and regulate the conduct of horse races and the operation of race tracks, and to support the development of a competitive horse racing and breeding industry in Manitoba.

The Commission uses the grants to support the racing industry through delivery of a program of grant assistance. The Commission controls, supervises and regulates a thoroughbred race meet and a standardbred race meet at Assiniboia Downs and a program of standardbred racing on the Great Western Harness Racing Circuit.

The Commission, as an associated agency, tables its annual report under separate cover with the Manitoba Legislature.

Expenditures by Sub-Appropriation

7 Man. Horse Racing Commission	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Total Salaries	0	0.00	0	0	
Other Expenditures	0		0	0	
- Grants/Transfer Payments	4,866,700		5,364,500		
Total Other Expenditures	4,866,700		5,364,500	(497,800)	1

EXPLANATION NUMBER:

1. The Thoroughbred Purse Support Estimates was based on wagering of $45 million whereas the actual wagering was $38.7 million. In addition, the Commission administrative expenses (salaries and other operating) were offset by a $100.0 surplus carried forward from previous years, resulting in a lower draw down of the government grant in 1989/90.

Emergency Interest Rate Relief Program

The objective of the Emergency Interest Rate Relief Program was to provide for debt service assistance to small businesses through a grant and interest-free loan program.

Businesses eligible under the program received up to $6,000 a year for a two-year period. Reapplication had to be made in the second year for consideration of another year of assistance. The assistance was made up of a 50 percent grant and a 50 percent repayable loan which was interest-free for two years. Assistance could be provided for up to two years and was calculated on the basis of actual interest paid.

Management counselling was an integral part of the program and was provided by program staff, the Enterprise Development Centres and the Counselling Assistance to Small Enterprise Program (CASE).

The loan portfolio of the Manitoba Interest Rate Relief Program was transferred to the Manitoba Development Corporation for continuing administration in 1985. The Development Corporation assumed the responsibility for collection of outstanding loans made under the program.

The program was completed in January, 1985, however the Department has been required to fund the allowance for doubtful accounts and interest requirements. This requirement ended on March 31, 1990.

Expenditures by Sub-Appropriation

8 Emergency Interest Rate Relief Program	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Total Salaries	0	0.00	0	0	
Other Expenditures	4,900		10,000		
- Grants/Transfer Payments	56,900		140,000		
Total Other Expenditures	61,800		150,000	(88,200)	1

EXPLANATION NUMBER:

1. Due to an anticipated write-off of uncollectable accounts in 1989/90, interest requirements were lower than anticipated also the provision of $50.0 to increase the allowance for these doubtful accounts were not required after the write-off.

Manitoba Bureau of Statistics

Objective

The objective of the Manitoba Bureau of Statistics (MBS) is to participate actively in the development of both the provincial and national statistical systems. MBS operates as the central statistical agency for the province under the terms of The Statistics Act. The legislation which created MBS in 1972 is similar to the Federal statistics act, and empowers the Bureau to plan, promote, develop and distribute integrated social and economic statistics relating to the province. In order to further its objective, MBS functions as the focal point for interface between the Province and Statistics Canada.

Activities

The MBS mandate has traditionally been implemented through four major areas of activity;

- Response to requests for statistical information from provincial government department/agencies, the business community and the general public.
- Liaison between Statistics Canada and provincial user departments/agencies, and with other provincial bureaus.
- Provision of statistical data common to all departments of government/agencies to avoid duplication of effort.
- Undertaking information development, survey consulting/design and information processing on behalf of government departments and agencies.

The MBS role within the provincial system is to concentrate on production of major cross-departmental statistical products and services, emphasizing original data development and analysis. As a result, MBS products and services bear a direct relationship to program planning and policy analysis functions within the provincial system. These products and services are available to user departments/agencies as well as the business community on a paid subscription basis. A full subscription service is available, entitling the subscriber to receive one copy of each MBS publication.

Major MBS programs/activities for 1989/90 included:

- **Economic Accounts.** Maintenance of an economic accounts framework for the Manitoba economy for the period 1961 to 1989. These accounts measure the overall performance of the provincial economy, with additional detail about principal industries and sectors. This information is used throughout the Manitoba public and private sectors, including the Manitoba Budget.
- **Manitoba Sourcing Directory.** Developed by MBS on behalf of client departments, the directory is a computerized database containing information on the industrial/commercial capabilities of individual business firms in Manitoba. The Directory is used to promote Manitoba made products and capabilities.
- **Geocoding System.** Maintenance of the MBS computer based geocoding system for production of small area data from administrative records containing postal code identifiers. The primary use of this system is to provide custom tabulations according to user-defined geographic boundaries.
- **Profile Reports and Statistical Review.** Continued production and dissemination of current Manitoba profile reports dealing with subjects such as female/male income differentials, aboriginal and disabled persons, regional vital statistics, interprovincial and intra-provincial migration, international trade, business structure, industry profiles, and the socio-economic characteristics of Manitobans residing in each of the 57 provincial electoral constituencies. These reports are described in the MBS Information Products Catalogue. Report prices range from $10.00 to $100.00 and are available to government and non-government clients. In addition, the Manitoba Statistical Review, a quarterly statistical compendium, is produced.
- **Key Economic Indicator Reports.** Provision to selected Ministers and senior government officials of summary reports on Manitoba's economic performance, relating to Key Economic Indicators (eg., Labour Force, Consumer Price Index, Population, Investment). These reports, presenting relevant information in both table and chart format, are distributed on the day of release.
- **Survey Consulting Services.** Provision of survey consulting services to provincial government clients. This involves either assessment of proposed departmental surveys or actual survey design/implementation for the client.
- **Statistical, Economic and Computer Consulting.** Assistance to departments regarding their statistical activities by providing statistical, economic and computer consulting services.
- **Response to Data Requests.** Response to requests from government/non-government individuals for information.
- **Federal-Provincial Liaison.** Co-ordinating or representing Manitoba government responses to Statistics Canada regarding statistical matters.
- **Inter-departmental Liaison.** Assisting individual Provincial departments and agencies with their statistical activities and problems with the objective of avoiding duplication of effort.

Results

The Bureau of Statistics' accomplishments included the following.

- **Economic Accounts.** Preliminary and revised annual data for 1988 was released and circulated. In addition, the system of Quarterly Economic Accounts (Income Account) continued to be updated. Available quarterly information includes Gross Domestic Product (GDP), Personal Income, and GDP by Industry for 19 industry groups. The 3rd Quarter, 1989 economic performance report, containing revised MBS 1989 annual projections, was produced and circulated in late January 1990. The Quarterly Economic Accounts now include a short-term trend calculation for Manitoba GDP and Non-Farm GDP to provide a clearer picture of the direction and rates of quarterly change.

- **Manitoba Sourcing Directory.** This information is available on 1,557 manufacturers, 391 industrial service firms, and 1,412 northern businesses.

- **Geocoding System.** Utilizing this system, MBS updated its detailed statistical profile of Manitoba's eight economic regions (i.e., population estimates and projections, income distributions, economic dependency ratios, business structure, employment, and unemployment rates).

- **Profile Reports.** A total of 640 Manitoba profile reports were distributed to MBS clients. In addition, the Manitoba Statistical Review had a quarterly subscription circulation of 153. There were 17 full subscriptions (9 Manitoba government departments, 3 Provincial Crown corporations, 3 Federal government and 2 businesses).

- **Key Economic Indicator Reports.** Summary reports on Manitoba's economic performance (e.g. Labour Force, Consumer Price Index, Population, Investment) were distributed to selected Ministers and senior government officials on the day of release. Another key economic indicator activity was the production of the "Quarterly Economic Summary", which highlights 14 of the msot commonly used indicators through charts, statistical tables and a concise executive summary of recent provincial developments.

- **Survey Consulting Services.** MBS provided consulting for 23 departmental surveys (13 under Executive Council's Survey Review Program) as well as conducting ongoing surveys for government departments and agencies. These surveys monitored food and energy prices, accommodation occupancy rates, and tourist highway traffic flows. Several ad-hoc surveys undertaken by MBS provided specific information to client departments for use in program planning, monitoring and implementation.

- **Statistical, Economic and Computer Consulting Services.** Major statistical consulting activities related to the implementation of Pay Equity within public organizations and the development of special demographic projections for the Minister of Health's Health Advisory Network. Economic consulting services included the undertaking of analysis on the possible impact of the Goods and Services Tax on selected Manitoba institutions and on economic impact assessments regarding the construction of the Conawapa Hydro Generation Station. Included in computer consulting services was the development of a number of micro-computer based information systems which enabled client departments to more effectively carry out their activities. Extensive utilization of micro-computers further increased the efficiency of the Bureau's activities. This has also reduced the necessity for utilizing external computer services.

- **Response to Data Requests.** MBS responded to enquiries for information from MBS developed databases (Manitoba Economic Accounts, Investment Statistics, Trade Statistics, Manitoba Business Register, Vital Statistics, Manitoba Sourcing Directory, Postal Code Translator File). As well, MBS responded to requests for non-MBS developed data. These information requests ranged from those requiring a single quick response to those that required the development of custom computer-generated reports.

- **Federal-Provincial Liaison.** The Bureau coordinated responses to various federal/provincial statistical matters including the proposed content of the 1991 Census, and the issue of developing census questions to identify those persons who identify themselves as belonging to various aboriginal groups (status/non-status Indian, Metis, Inuit). MBS represented Manitoba on the Federal-Provincial Consultative Council on Statistical Policy, and on six federal-provincial statistical subject matter committees.

- **Inter-departmental Liaison.** Performed various inter-departmental liaison activities including negotiation of a new population count system for 56 Northern Affairs communities, determination of provincial government departments and agencies information requirements from the 1991 Census and the provision of comprehensive custom graphic services to provincial departments and crown agencies.

Expenditures by Sub-Appropriation

9 Manitoba Bureau of Statistics	Actual 1989/90 $	Estimate 1989/90 SY	 $	Variance Over(Under)	Expl. No.
Total Salaries	413,800	10.00	423,700	9,900	
Other Expenditures	44,800		45,500		
Sub Total	458,600		469,200		
Less Recoverable from Other Appropriations	(70,000)		(60,000)		
Total Other Expenditures	388,600		409,200	(20,600)	

APPENDIX

Associated Agencies

The Manitoba Boxing and Wrestling Commission

The Manitoba Boxing and Wrestling Commission, under its Act, supervises and Controls professional boxing matches and wrestling exhibitions in the province. The Commission's accounts are audited annually. An annual report to the Legisture is not required.

The Manitoba Design Institute

The Manitoba Design Institute was established by an Act of the Legislative Assembly in 1963. The Institute had no operating budget or staff in 1989/90.

The Manitoba Development Corporation

The Manitoba Development Corporation provides loans and loan guarantees under Part 2, The Development Corporation Act. As an associated agency, the MDC tables its annual report under separate cover to the Manitoba Legislature.

The Manitoba Trading Corporation

The Manitoba Trading Corporation was established in 1974 by Legislation as a successor to The Manitoba Export Corporation, which had been established in 1963. The Corporation was provided with $500,000 in working capital when needed to carry out export business transactions and finance exports on a short-term basis. The Corporation is administered by the Trade Branch of the Department of Industry, Trade and Tourism and reports to a Board of Directors. The Corporation had no operating budget or permanent staff in 1989/90.

Activities

In accordance with the previously established government policy, the Corporation was not directly involved in any export transactions such as buying and selling of goods.

The Corporation's trust account was used to facilitate cost sharing arrangements of two Trade Branch projects for group displays of agricultural equipment at off-shore Trade Fairs.

- Agritechnica '89 in Frankfurt/M, West Germany, Nov. 28 - Dec. 2, 1989, involved 8 Manitoba exhibitors, a German distributor, Trade Branch and Corporate and Communications Relations Branch.
- SIMA - 61st Salon International de la Machine Agricole, Paris, France, March 4-11, 1990 was a Trade Branch initiative carried out with Western Economic Diversification funding and involved 5 Manitoba and 4 Saskatchewan manufacturers.

The Manitoba Trust Account handled the collection of participation fees, refund claims of VAT (value-added tax) in Germany and France and used these funds to pay for related Trade Show costs.

Results for both shows are included in the Trade Branch report. The participants project a sales potential of over $1 million in each market. The reader may refer to Trade Branch report for other programs in support of export development for Manitoba industry.

The Corporation's Act has been maintained and the Board of Directors held four meetings.

Manitoba

The Manitoba Trading Corporation

Report of the Provincial Auditor's Office

We have examined the financial statements, being Exhibits A and B, of The Manitoba Trading Corporation for the fiscal year ended March 31, 1990. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Corporation as at March 31, 1990 and the results of its operations for the year then ended in accordance with the accounting policy stated in note 2 to the financial statements applied on a basis consistent with that of the preceding year.

October 12, 1990
Winnipeg, Manitoba

F.H. Jackson, CA,
Provincial Auditor.

Exhibit A

The Manitoba Trading Corporation

Balance Sheet

as at March 31, 1990
(with 1989 figures for comparison)

	1990	1989
ASSETS		
Cash on deposit with Minister of Finance	$ 497,920	$ 505,615
Accounts receivable - Trade		
Agritechnica '89	10,306	
Salon International de la Machine Agricole	23,379	
	$ 531,605	$ 505,615
LIABILITIES		
Accounts payable - Salon International de la Machine Agricole	$ 25,317	—
Non-interest bearing advances from the Government of the Province of Manitoba for working capital	500,000	500,000
	$ 525,317	$ 500,000
Funds available for future operations:		
Balance at beginning of year	5,615	5,615
Revenue over Expenditure, Exhibit B	673	—
Balance end of year	6,288	5,615
	$ 531,605	$ 505,615

Exhibit B

The Manitoba Trading Corporation

Statement of Revenue and Expenditures

for the year ended March 31, 1990
(with 1989 figures for comparison)

	1990	1989
Revenue:		
Participation Fees re Agritechnica '89	$ 31,884	—
Participation Fees re Salon International de la Machine Agricole	$ 49,527	—
	$ 81,411	—
Expenditure:		
Display Rental and Expenses re Agritechnica '89	$ 31,211	—
Display Rental and Expenses re Salon International de la Machine Agricole	$ 49,527	—
	$ 80,738	—
Revenue over expenditure, Exhibit A	$ 673	—

The Manitoba Trading Corporation

Notes to Financial Statements

as at March 31, 1990

1. **Status and Nature of the Corporation**
   The Manitoba Trading Corporation was formed by an Act of Legislation in 1974. The mandates of the Corporation are to encourage, develop and increase Manitoba exports and trade; and to provide short-term financing to Manitoba Corporations engaging in export transactions.

   Since 1982, the Corporation has been operating in a reduced capacity. For the past several years, the Corporation has only been used to assist Manitoba Corporations participating in International trade shows.

2. **Significant Accounting Policy**
   Administrative expenditures are funded from an appropriation of the Department of Industry, Trade and Tourism. The value of these has not been estimated and is not reflected in the financial statements.

Financial Information

Industry, Trade and Tourism

Summary of Incentive Grants Paid

1989-90 Fiscal Year

1.	City Week	$ 5,000.00
2.	Studies	44,805.00
3.	Faculty of Management Development Plan	217,000.00
4.	Feasibility Projects	84,364.72
5.	Grain Handling & Storage Marketing Consortium	48,551.94
6.	Technology Commercialization Program	516,686.35
7.	Manufacturing Adaptation Program	6,794.75
8.	Canada-Manitoba Urban Bus Agreement	413,330.01
9.	Canada-Manitoba Health Industry Development Initatives	1,313,330.09
10.	Trade Incentive Grants	259,707.77
11.	Small Business (Special Projects)	30,000.00
12.	Science Fairs	3,600.00
13.	Manitoba Centres of Excellence	230,012.00
14.	Manitoba Research Council	2,711,400.00
15.	Tourism Administration	219,400.00
16.	Bursary	300.00
17.	Canada-Manitoba Tourism Agreement 1985 - 1990	868,810.12
18.	Canada-Manitoba Tourism Agreement 1985 - 1990 Capital	2,255,290.94
19.	Manitoba Horse Racing Commission	4,866,687.25
		$14,095,070.94

Industry, Trade and Tourism

Grants Paid

1989-90 Fiscal Year

1. CITY WEEK	
Urban Idea Centre	$ 5,000.00
2. STUDIES	
Canada West Foundation (Strategic Research)	$ 10,000.00
Western Economic Diversification (ABI Biotechnology) (Galen Pharma)	13,000.00
University of Manitoba (Strategic Research Support Program)	21,805.00
	$ 44,805.00
3. FACULTY OF MANAGEMENT DEVELOPMENT PLAN	
University of Manitoba	$ 217,000.00
4. FEASIBILITY PROJECTS	
A & M Soil Services (1975) Ltd.	$ 12,274.60
Border Chemical Co. Ltd.	3,575.60
Celex Inc.	3,300.00
Chaudhary Products Ltd.	775.00
Communigraphics Printers Aid Group	1,850.00
Daiyasu Trading Canada	9,000.00
Farmer's Alfalfa Products Ltd.	2,385.00
Frailick Ltd.	10,000.00
Industrial Commercial Equipment Manufacturing Ltd.	3,020.00
I. D. Fashions Ltd.	1,250.00
Online Business System	4,750.00
Palaschuk, Dr. Peter	3,749.25
Pollard Banknote Ltd.	10,000.00
TKM Software Ltd.	11,500.00
Tops Manufacturing Ltd.	2,300.00
Turtle Mountain Community Development Corp.	4,635.27
	$ 84,364.72
5. GRAIN HANDLING & STORAGE MARKETING CONSORTIUM	
Agri-Tech Canada Inc.	$ 48,551.94
6. TECHNOLOGY COMMERCIALIZATION PROGRAM	
Advanced Applications Inc.	$ 26,954.56
Advanced Composite Structures Inc.	75,000.00
Bonar Plastics Western Ltd.	3,186.30
Bristol Aerospace Ltd.	70,000.00
Cad Systems Inc.	10,780.27
Cap Cad Inc.	6,356.25
Designed Genetics Inc.	4,275.00
Equinox Industries Ltd.	10,000.00
HFL Manufacturing Inc.	1,875.00
Infotech Inc.	7,500.00
ManDesign Inc.	5,000.00
Midland Manufacturing Ltd.	7,500.00
Natura Brand Health Foods	5,240.75

Pixsoft Inc.	10,954.08
Rimer-Alco North America	3,339.35
Select Marketing Ltd.	10,000.00
Technology 2000 Inc.	65,000.00
Turner Beverage Systems Inc.	7,374.64
University of Manitoba	180,000.00
Vidir Machine Ltd.	2,568.36
Voisys Inc.	3,781.79
	$ 516,686.35

7. MANUFACTURING ADAPTATION PROGRAM

Challenger Sportswear Inc.	$ 500.00
G III Ltd.	1,500.00
Kar-Way Wall Systems Inc.	4,000.00
Precision Metalcraft Inc.	794.75
	$ 6,794.75

8. CANADA-MANITOBA URBAN BUS AGREEMENT

Cryodynamics Manitoba Inc.	$ 369,645.01
Otto Bock Orthopedic Industries of Canada Ltd.	43,685.00
	$ 413,330.01

9. CANADA-MANITOBA HEALTH INDUSTRY DEVELOPMENT INITIATIVES

ABI Biotechnology Inc.	$ 32,253.69
Ambutech Inc.	4,750.00
Canadian Aging & Rehabilitation Product Development Corp.	1,100,000.00
Canadian Healthcare Telematics Inc.	12,500.00
Galen Pharma	32,284.47
Infotech Inc.	7,500.00
Mid-Canada Equipment Sales Ltd.	38,114.47
North Associates Canada Ltd.	5,000.00
Peregrine Manufacturing Ltd.	22,448.34
Rimer-Alco North America	3,587.63
Royal Marine Industries Ltd.	4,000.00
Waterite Inc.	7,500.00
Westnofa of Canada Ltd.	7,495.62
Winnipeg Plasma Laboratory Inc.	35,895.87
	$ 1,313,330.09

10. TRADE INCENTIVE GRANTS

4-12 Electronics Corp.	$ 1,705.69
A P R Industries Ltd.	1,345.06
Acme Bedding & Furniture Co.	3,942.50
Acme Chrome Furniture Ltd.	2,000.00
Acme Design (1987) Ltd.	1,601.30
Aerotech International Inc.	1,938.73
Ancast Industries Ltd.	1,192.57
Andy's Millwork Ltd.	2,000.00
Barrier Free Access System Inc.	276.20
Barsuca Inc.	530.11

Grants Paid

1989-90 Fiscal Year

Bonar Plastics Ltd.	601.50
Burrows Lumber Inc.	959.11
Cadorath Plating Co. Ltd.	1,946.00
Canada Anglo Machine & Iron Works Ltd.	601.50
Canadian Tool & Die Ltd.	807.50
Canwest Bedding Ltd.	4,000.00
City Sheet Metal Co. Ltd.	1,179.88
Command Start Inc.	462.79
Cree Jewellery	395.85
Crystal Spring Hog Equipment	2,000.00
Custom Castings Ltd.	601.50
Custom Steel Products Inc.	414.81
De Newol Soles & Laces	411.20
Discovery Canada Merchandisers Ltd.	1,233.50
Dranjer Corp.	692.58
Elders Aqua Farms Ltd.	274.00
Electro Trac Circuits Ltd.	10,000.00
Elmer's Welding & Manufacturing Ltd.	388.14
E-Z Cut Inc.	1,412.21
Fashion Lady Inc.	1,089.36
Flush Quip	1,915.30
Fort Garry Industries Ltd.	4,000.00
Franklin Enterprises Ltd.	1,111.19
GPT (Canada) (GEC Plessey Telecommunications Ltd.)	10,000.00
Great West Van Conversions Ltd.	2,452.75
Guertin Bros. Coatings & Sealants Ltd.	3,874.50
Heli-Fab Ltd.	950.00
Hunter Wire Products Ltd.	601.50
Independent Chassis	600.00
Inventronics Ltd.	462.78
Jay-Lyne Products Mfg. Ltd.	1,693.93
Kim Baby Products	1,146.58
Leisure Travel Vans	1,536.47
Linear Systems Ltd.	10,835.00
Loewen Manufacturing Co. Ltd.	538.01
Manitoba Hydro for Ecolaire Canada Ltd.	122,364.61
Manlab Instrumentation Ltd.	3,248.50
Mid-Canada Equipment Sales Ltd.	2,000.00
Midhurst Sport Boat Manufacturing & Distribution Ltd.	796.33
Mind Computer Products	488.30
Natco Manufacturers & Distributors Ltd.	626.25
New Flyer Industries Ltd.	1,344.23
Norberts Manufacturing	325.00
Northern Paint Canada Inc.	1,945.21
Pace Setter Swim & Gym Wear Inc.	4,000.00
Phason Electronics (1989) Ltd.	948.13
Prairie Implement Manufacturers Assoc.	1,500.00
Prolific Group	123.88
Pulse Engineering Ltd.	665.50

Grants Paid

1989-90 Fiscal Year

R J Hay	195.47
R W Packaging Ltd.	1,166.96
Regal Furniture Manufacturing Ltd.	1,263.20
Reindeer People	661.83
Rimer-Alco North America	510.01
Robert Mathes Agencies Ltd.	364.73
Ross Foods	962.22
Safe-T-Heat Products Ltd.	982.26
Tarmac Manufacturing & Distributor	2,000.00
Tartan Farms	2,792.08
Tops Manufacturing Ltd.	1,335.00
Trace Design Company Ltd.	1,652.94
Triman Industries Ltd.	1,225.00
Vansco Electronics Ltd.	10,601.50
Virginia's Soap Ltd.	1,484.76
Voisys Inc.	604.71
Westland Plastics Ltd.	2,000.00
Westnofa of Canada Ltd.	785.32
Wild Thang	309.26
Winn-o-Bar Enterprises Ltd.	712.98
	$ 259,707.77

11. SMALL BUSINESS (SPECIAL PROJECTS)	
Manitoba Marketing Network Inc.	$ 30,000.00
12. SCIENCE FAIRS	
Manitoba Schools Science Symposium	$ 1,200.00
Northern Manitoba Regional Science Fair	1,200.00
Western Manitoba Science Fair	1,200.00
	$ 3,600.00
13. MANITOBA CENTRES OF EXCELLENCE	
University of Manitoba	$ 230,012.00
14. MANITOBA RESEARCH COUNCIL	$ 2,711,400.00
15. TOURISM ADMINISTRATION	
Brandon Economic Development Board	$ 15,600.00
Tourism Industry Assoc. of Manitoba - Central	167,600.00
Tourism Winnipeg	36,200.00
	$ 219,400.00
16. BURSARY	
Business Administration Award - Marketing Major	
Assiniboine Community College	$ 300.00
17. CANADA-MANITOBA TOURISM AGREEMENT 1985 - 1990	
Assiniboine Park Zoo Development Corp.	$ 50,000.00
B & B Scuba Inc.	7,350.00
Canadian Society of Assoc. Executives	65,000.00

Grants Paid

1989-90 Fiscal Year

Carman Potato Blossom Festival Inc.	5,000.00
Churchill Group	4,000.00
Conadian A-World Science Fiction Convention Bid Inc.	4,195.86
Festival du Voyageur Inc.	40,000.00
Folk Arts Council of Winnipeg Inc.	98,000.00
Frontiers North Inc.	1,250.00
Great Canadian Travel Company Ltd.	8,070.00
Harferd Productions of Canada Ltd.	23,535.41
Heartland Canada Discovery Tours	3,268.00
Lower Fort Garry Volunteer Assoc.	2,500.00
Manitoba Hotel Assoc. Inc.	15,000.00
Manitoba Lodges & Outfitters Assoc. Inc.	9,838.00
Manitoba Restaurant & Foodservices Assoc.	20,000.00
Manitoba Society of Occupational Therapists	514.47
Manitoba Theatre Centre	20,000.00
Mennonite Heritage Village (Canada) Inc.	14,550.00
Pine Island Lodge Manitoba Ltd. and Venture Manitoba Tours Ltd.	36,050.88
Portage la Prairie Chamber of Commerce	20,000.00
Riding Mountain Nature Tours	4,000.00
Riverlife Inc.	60,000.00
Switzer, Barbara	2,500.00
Tourism Winnipeg Inc.	270,000.00
Wasagaming Marketing Committee Inc.	7,500.00
Wayfarer Holidays Ltd.	10,000.00
Winnipeg International Children's Festival Inc.	33,200.00
Winnipeg Minor Soccer Assoc. Inc.	8,287.50
Winnipeg World '91 Inc.	25,200.00
	868,810.12

18. CANADA-MANITOBA TOURISM AGREEMENT 1985 - 1990 CAPITAL

Altoba Development Ltd.	$ 67,042.46
C H Inns & Suites Inc.	1,000,000.00
Hexagon Design Group	87,037.40
Manitoba Museum of Man and Nature	209,000.00
Mennonite Village Museum (Canada) Inc.	20,000.00
Northern Heritage Centre	60,000.00
Solmundson Gesta Hus	29,761.08
The Forks Renewal Corp.	450,000.00
Town of Gimli	310,000.00
Winnipeg Chinatown Development (1981) Corp.	22,450.00
	$ 2,255,290.94

19. MANITOBA HORSE RACING COMMISSION $ 4,866,687.25

Department of Industry, Trade and Tourism

Revenue Summary by Source

For Fiscal Year Ended March 31, 1990

With Comparative Figures for the Previous Fiscal Year

Actual 1988/89 $	Actual 1989/90 $	Increase (Decrease) $	Source	Actual 1989/90 $	Estimate 1989/90 $	Variance $	Explanation Number
			Current Operating Programs:				
13,000	77,800	64,800	(a) Emergency Interest Rate Relief	77,800	30,000	47,800	1
19,500	19,700	400	(c) Fees	19,700	15,500	4,200	
268,100	372,500	104,400	(d) Sundry	372,500	277,900	94,600	2
300,600	470,000	169,600	Total	470,000	323,400	146,600	
			Government of Canada				
892,300	979,300	88,300	(a) Tourism Agreement 1985-1990	979,300	1,395,100	(415,800)	3
(57,800)	0	57,800	(b) Tourism Agreement - Destination Manitoba	0	0	0	4
20,800	25,200	4,400	(c) Economic Development - Planning Agreement	25,200	75,000	(49,800)	5
855,300	1,004,500	150,500	Total	1,004,500	1,470,100	(465,600)	
			Revenue Related to Capital:				
			Government of Canada:				
656,900	1,106,700	449,800	(a) Tourism Agreement 1985-1990	1,106,700	1,796,000	(689,300)	6
(23,900)	0	23,900	(b) Tourism Agreement - Destination Manitoba	0	0	0	7
633,000	1,106,700	473,700	Total	1,106,700	1,796,000	(689,300)	
1,788,900	2,581,200	793,800	**Total Revenue**	2,581,200	3,589,500	(1,008,300)	

Industry, Trade and Tourism

Revenue Summary Explanations

Explanation Number	$	Explanation
1	64,800	Increase Recoveries from accounts previously written off.
	47,800	Variance Recoveries from accounts previously written off of 64.5 and a 17.6 reduction in revenue due to payments being applied against principal rather than revenue.
2	104,400	Increase Refund of federal sales tax on tourism literature, revenue from Interchange Agreement with Federal Government and increased royalties from Technology Commercialization Program.
	94,600	Variance Increase due to refund of federal sales tax on tourism literature, revenue from Interchange Agreement with Federal Government and royalty payments from Technology Commercialization Program.
3	(415,800)	Variance Lower than anticipated revenue due to lower expenditures resulting from staff turnover and delays.
4	57,800	Increase This adjustment in 1988/89 finalized the claims with the Government of Canada re the Destination Manitoba Agreement.
5	(49,800)	Variance Only two studies were approved with I.S.T.C. in 1989/90.
6	449,800	Increase Due to implementation of new projects progress payments and final payments on projects started in the previous year.
	(689,300)	Variance Lower than anticipated revenue due to lower capital expenditures resulting from mid-year changes in the approved project plans.
7	23,900	Increase This adjustment in 1988/89 finalized the claims with the Government of Canada for the Destination Manitoba Agreement.

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1990
With Comparative Figures for the Previous Fiscal Year

Estimate 1989/90 $	Appropriation	Actual 1989/90 $	Actual 1988/89 $	Increase (Decrease) $	Explanation Number
	10-1 Administration and Finance				
20,600	(a) Minister's Salary	20,500	23,100	(2,600)	
	(b) Executive Support:				
293,300	Salaries	313,700	265,000	48,700	
76,400	Other	116,400	116,000	400	
	(c) Strategic Planning:				
401,600	Salaries	367,700	502,400	(134,700)	1
556,600	Other	449,700	260,200	189,500	2
	(d) Finance and Administration:				
626,500	Salaries	617,800	573,600	44,200	
239,500	Other	216,400	250,900	(34,500)	
	(e) Fitness Directorate:				
125,600	Salaries	110,400	93,000	17,400	
7,200	Other	7,200	7,200	0	
	(f) Grant Assistance -				
217,000	Faculty of Management	217,000	0	217,000	3
2,564,300	TOTAL 10-1	2,436,800	2,091,400	345,400	
	10-2 Industry and Trade Division				
	(a) Industry and Trade Administration:				
172,300	Salaries	181,300	166,900	14,400	
8,000	Other	8,000	7,800	200	
	(b) Industry:				
	(1) Sectoral Development				
860,200	Salaries	867,700	909,200	(41,500)	
309,000	Other	297,000	299,500	(2,500)	
	(2) Investment Promotion				
359,300	Salaries	348,800	301,400	47,400	
446,700	Other	399,500	296,100	103,400	
	(c) Financial Programs:				
523,400	Salaries	527,800	572,500	(44,700)	
38,900	Other	19,700	38,100	(18,400)	4

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1990

With Comparative Figures for the Previous Fiscal Year

Estimate 1989/90 $	Appropriation	Actual 1989/90 $	Actual 1988/89 $	Increase (Decrease) $	Explanation Number
	Programs:				
3,300,000	(a) Manitoba Industrial Opportunities	2,982,300	3,277,900	(295,600)	
600,600	(b) Technology Commercialization	523,400	587,800	(64,400)	
550,600	(c) Manufacturing Adaptation	272,700	131,600	141,100	5
575,600	(d) Venture Capital	493,400	895,600	(402,200)	6
960,000 (1)	(e) Canada-Manitoba Urban Bus Agreement	413,300	104,900	308,400	7
144,000	(f) Small Business Growth Fund	122,200	255,300	(133,100)	
0	(g) Technology Transfer	0	84,800	(84,800)	8
	(d) Health Industry Development Initiative:				
484,800	Salaries	452,100	267,500	184,600	9
2,319,200	Other	1,839,100	539,800	1,299,300	10
	(e) Trade:				
779,600	Salaries	709,800	555,800	154,000	
1,146,400	Other	1,150,200	891,800	258,400	11
	(f) Business Resource Centre:				
524,500	Salaries	477,800	436,300	41,500	
274,300	Other	273,800	245,100	28,700	
14,377,400	TOTAL 10-2	12,359,900	10,865,700	1,494,200	
	10-3 Technology Division:				
	(a) Industrial Technology				
393,100	Salaries	382,000	383,200	(1,200)	
404,800	Other	394,300	414,200	(19,900)	
	(b) Information Technology				
361,600	Salaries	331,400	569,800	(238,400)	12
170,500	Other	157,200	213,600	(56,400)	
	(c) Grant Assistance -				
2,711,400	Manitoba Research Council	2,711,400	2,862,400	(151,000)	
4,041,400	TOTAL 10-3	3,976,300	4,443,200	(466,900)	

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1990

With Comparative Figures for the Previous Fiscal Year

Estimate 1989/90 $		Appropriation	Actual 1989/90 $	Actual 1988/89 $	Increase (Decrease) $	Explanation Number
		10-4 Canada-Manitoba Economic Development Planning Agreement				
150,000		TOTAL 10-4	50,400	41,500	8,900	
		10-5 Tourism Division:				
		(a) Administration				
168,800		Salaries	217,400	138,000	79,400	13
5,000		Other	5,000	4,800	200	
199,400		Grants	199,400	199,400	0	
		(b) Marketing				
685,400		Salaries	713,000	835,800	(122,800)	
3,146,100		Other	3,100,700	3,426,300	(325,600)	
		(c) Development				
384,200		Salaries	373,200	278,400	94,800	14
374,700		Other	325,500	246,900	78,600	15
		(d) Quality Assurance				
99,000		Salaries	101,400	92,600	8,800	
60,000		Other	59,500	58,900	600	
		(e) Corporate and Community Relations				
364,700		Salaries	365,400	375,800	(10,400)	
252,300		Other	258,800	252,500	6,300	
5,749,600	(2)	TOTAL 10-5	5,719,300	5,909,400	(190,100)	
		10-6 Canada-Manitoba Tourism Agreement 1985-1990				
571,800		Salaries	457,400	628,000	(170,600)	16
1,660,300	(3)	Other	1,653,800	1,494,300	159,500	
2,232,100		TOTAL 10-6	2,111,200	2,122,300	(11,100)	
		10-7 Manitoba Horse Racing Commission				
5,364,500		(a) Grant Assistance	4,866,700	5,083,500	(216,800)	

Department of Industry, Trade and Tourism

Expenditure Summary

For Fiscal Year Ended March 31, 1990

With Comparative Figures for the Previous Fiscal Year

Estimate 1989/90 $	Appropriation	Actual 1989/90 $	Actual 1988/89 $	Increase (Decrease) $	Explanation Number
	10-8 Emergency Interest Rate				
150,000	**Relief Program**	61,800	106,100	(44,300)	17
	10-9 Manitoba Bureau of Statistics				
423,700	Salaries	413,800	405,100	8,700	
45,500	Other	44,800	52,400	(7,600)	
469,200	Sub Total	458,600	457,500	1,100	
	Less Recoverable from				
(60,000)	Other Appropriations	(70,000)	(67,200)	(2,800)	
409,200	TOTAL 10-9	388,600	390,300	(1,700)	
	10-10 Expenditures Related to Capital				
	(a) Capital Grants				
	(1) Canada-Manitoba Tourism				
2,873,500 (4)	Agreement 1985-1990	2,863,300	1,313,800	1,549,500	18
37,912,000	**TOTAL FOR INDUSTRY, TRADE AND TOURISM**	**34,834,300**	**32,367,200**	**2,467,100**	

(1) In addition, $1,440.0 is included in the Canada-Manitoba Enabling Vote for the Canada-Manitoba Urban Bus Agreement, for a total authorization of $2,400.0

(2) In addition, $34.2 was given for General Salary Increases in the Tourism Division.

(3) In addition, $558.0 is included in Current Operating Expenditures in the Canada-Manitoba Enabling Vote for the Canada-Manitoba Tourism Agreement for 1985-1990, for a total authorization of $2,218.3.

(4) In addition, $718.4 is included in the Canada-Manitoba Tourism Agreement 1985-1990, for a total Capital authorization of $3,591.9.

Industry, Trade and Tourism

Expenditure Summary Explanations

Explanation Number	$	Explanation
1	(134,700)	Due to merger of IT&T and BD&T we paid salaries for five months on five positions deleted in merger in 1988/89.
2	189,500	The increase was due to cost of study re values Manitobans bring to workplace and grant to Canada West Foundation for 10.0.
3	217,000	In 1989/90 Grant Assistance was established to provide support to the Faculty of Management at the University of Manitoba to assist with its long term development plan.
4	(18,400)	Decrease due to the deferral of computer purchases to 1990/91.
5	141,100	Loan portfolio increased in 1989/90 which resulted in increased interest and administration costs.
6	(402,200)	In 1988/89, a special one time allocation of $1,000.0 was used to establish the Venture Capital Allowance for Doubtful Accounts. This type of additional increase for the Allowance was not required in 1989/90.
7	308,400	Increase due to stepped up activity in two outstanding projects in 1989/90.
8	(84,800)	This program expired at March 31/89.
9	184,600	Full year costs of Initiative that started in 1988/89.
10	1,299,300	Full year costs for the Business Start Projects and the Aging & Rehabilitation grant support.
11	258,400	Increase costs due to the opening of the Manitoba Ottawa Office, the approval of the Enhanced Trade Initiatives and the one time only cost for Globe 90 Conference on sustainable development held in British Columbia. There was a reduction of premium payment to Manitoba Hydro re Ecolaire as per agreement.
12	(238,400)	Due to "X" Budget reduction of four positions in 1989/90 and the merger of IT&T and BD&T.
13	79,400	Due to merger of IT&T and BD&T the former deputy minister of BD&T salary was paid from this appropriation in 1989/90.
14	94,800	Reflects the transfer in of two positions from the Tourism Agreement and a reduction due to the director's position being vacant for half the year in 1989/90.
15	78,600	Reflects the increase in debt servicing costs for additional loans under the Tourism Agreement and the cost of producing a video for the Superhost Program.
16	(170,600)	Staff year usage decreased from 14.21 in 1988/89 to 11.08 for a decrease of 3.13 staff years.
17	(44,300)	The program expired March 31, 1990. Outstanding loans decrease annually which reduces the interest cost payable.
18	1,549,500	The increase is due to implementation of new projects or progress payments that commenced in the previous year, such as C.H. Inns & Suites, Forks Renewal Corporation, Town of Gimli, Hecla Village, and Information Centre Development.

Department of Industry, Trade and Tourism

Five Year Expenditure and Staffing Summary by Appropriation ($000)

For the Year Ending March 31, 1986 - March 31, 1990

Appropriation	Actual/* Adjusted Expenditures 1985-86 SY	1985-86 $	1986-87 SY	1986-87 $	1987-88 SY	1987-88 $	1988-89 SY	1988-89 $	1989-90 SY	1989-90 $
Administration and Finance	42.39	2,184.9	46.39	2,035.9	47.13	2,639.8	35.00	2,091.4*	37.13	2,436.8* (3)
Industry and Trade Division	52.26	5,429.3*	55.26	6,663.1*	63.00	10,898.4*	65.25	10,865.7*	72.26	12,359.9* (4)
Technology Division	46.00	5,152.7	45.00	5,734.7	56.00	4,571.6	49.45	4,443.2	45.41	3,976.3
Canada-Manitoba Economic Planning Agreement		66.2		235.3		256.1		41.5		50.4
Tourism Division	49.21	5,559.2	50.21	4,803.9	55.21	5,501.8	48.01	5,909.4	46.42	5,719.3
Canada-Manitoba Tourism Agreement										
Destination Manitoba — Other	8.26	253.8		199.9		61.5				
— Capital		2,622.8		2,883.1						
Canada-Manitoba Tourism Agreement 1985-1990 — Other			9.00	1,410.4	11.06	2,023.1	14.21	2,122.3	11.08	2,111.2
— Capital				700.0		2,436.9		1,313.8		2,863.3
Manitoba Horse Racing Commission		4,713.7		4,817.8		4,999.0		5,083.5		4,866.7
Emergency Interest Rate Relief		389.3		351.9		157.2		106.1		61.8
Manitoba Bureau of Statistics	10.00	373.0*	10.00	324.9*	10.00	375.4*	10.00	390.3*	9.45	388.6* (5)
Other						1,527.7(1)				
TOTAL	209.08	26,743.9(2)	216.34	30,160.9(2)	242.40	35,447.5(2)	222.40	32,367.2	223.19	34,834.3

* *Adjusted figures reflect Historical Data on a comparable basis in those appropriations affected by a reorganization during the years under review.*

(1) Includes Court of Queen's Bench Judgement, Consulting Services Contract, and New Flyer Industries Training Program.

(2) Staff Years expenditures for the years 1985-86 through 1987-88 reflect the combination of Industry, Trade and Technology and Business Development and Tourism into the current organization. Job Fund Expenditures have been included when they continue beyond 1986/87.

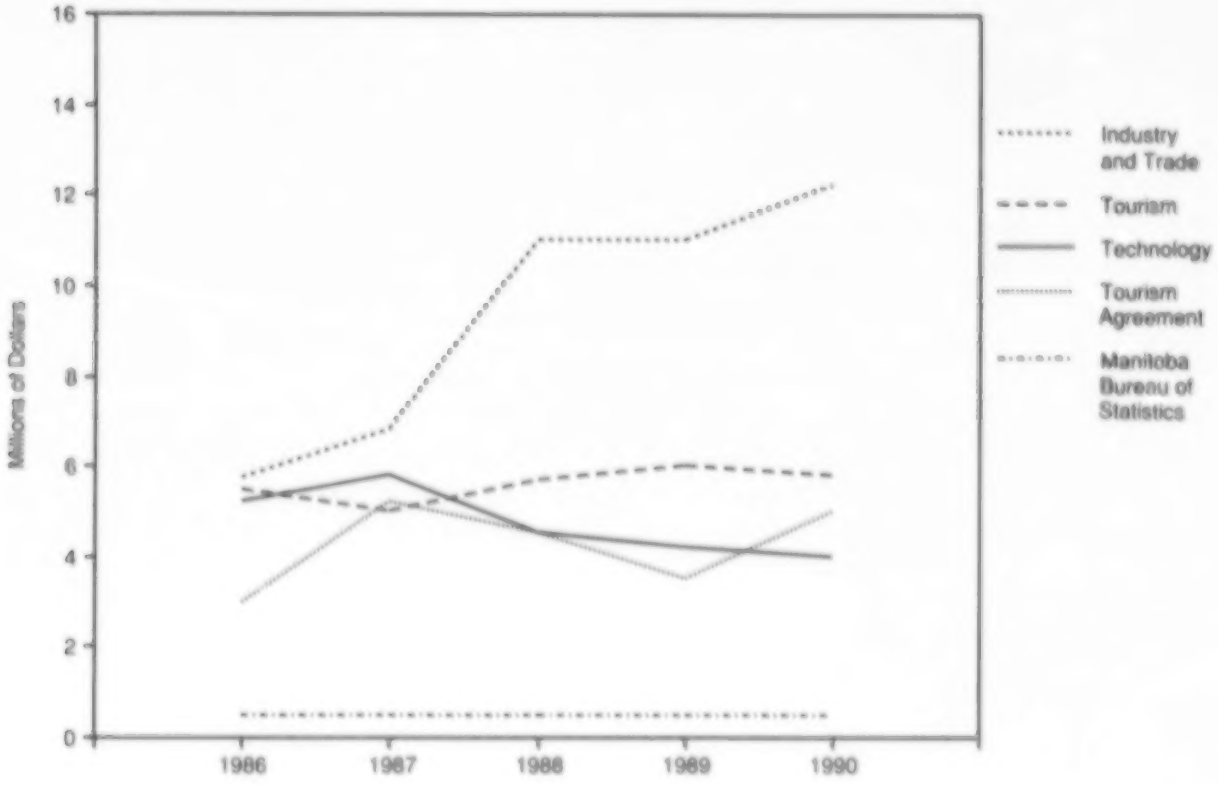
(3) Fitness Directorate Established in Administration and Finance.

(4) Rural Economic Development Branch transferred to Dept. of Rural Development from Industry Trade Division.

(5) Manitoba Bureau of Statistics transferred in from Dept. of Employment Services and Economic Security.

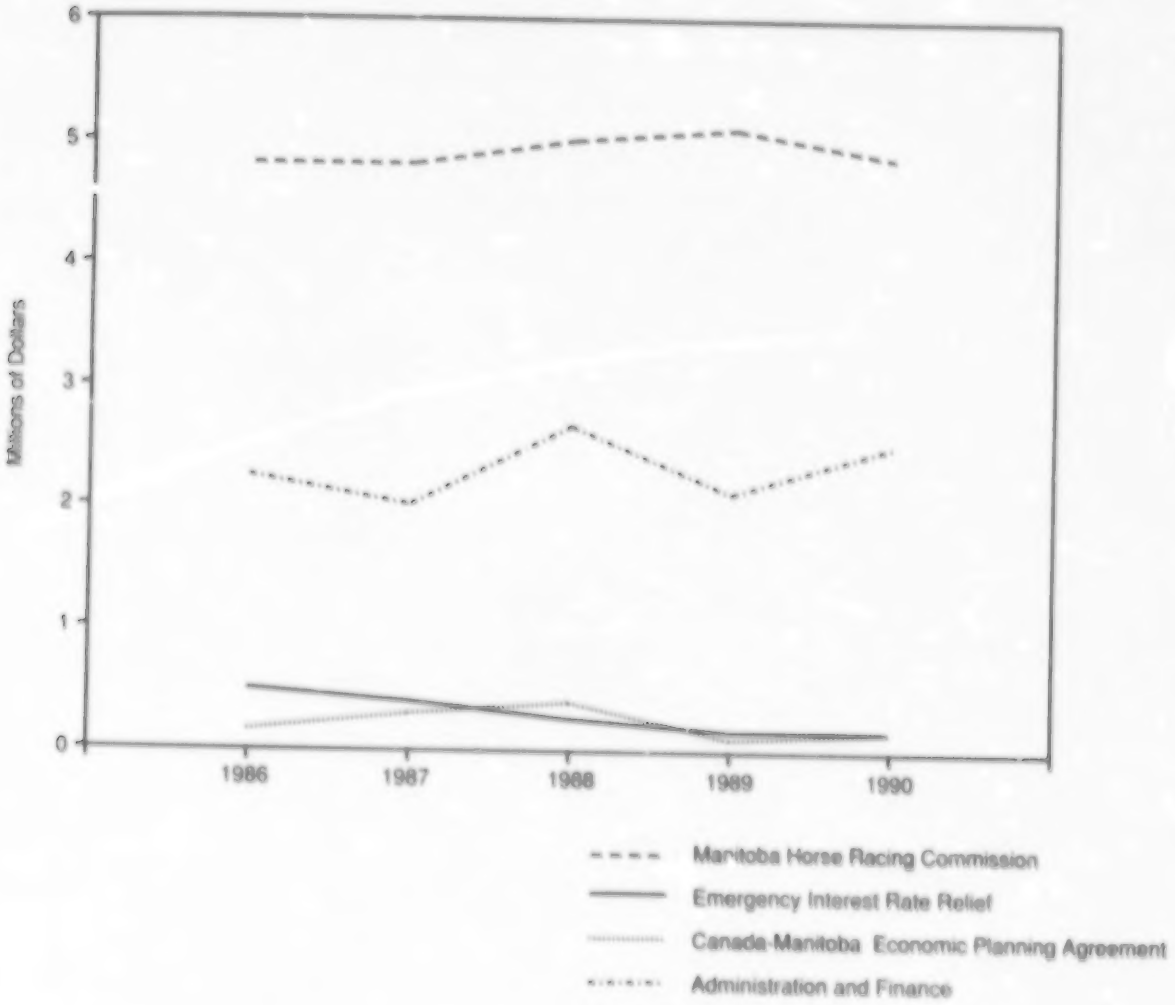
Industry, Trade and Tourism

Five Year Expenditure History
Operating Divisions



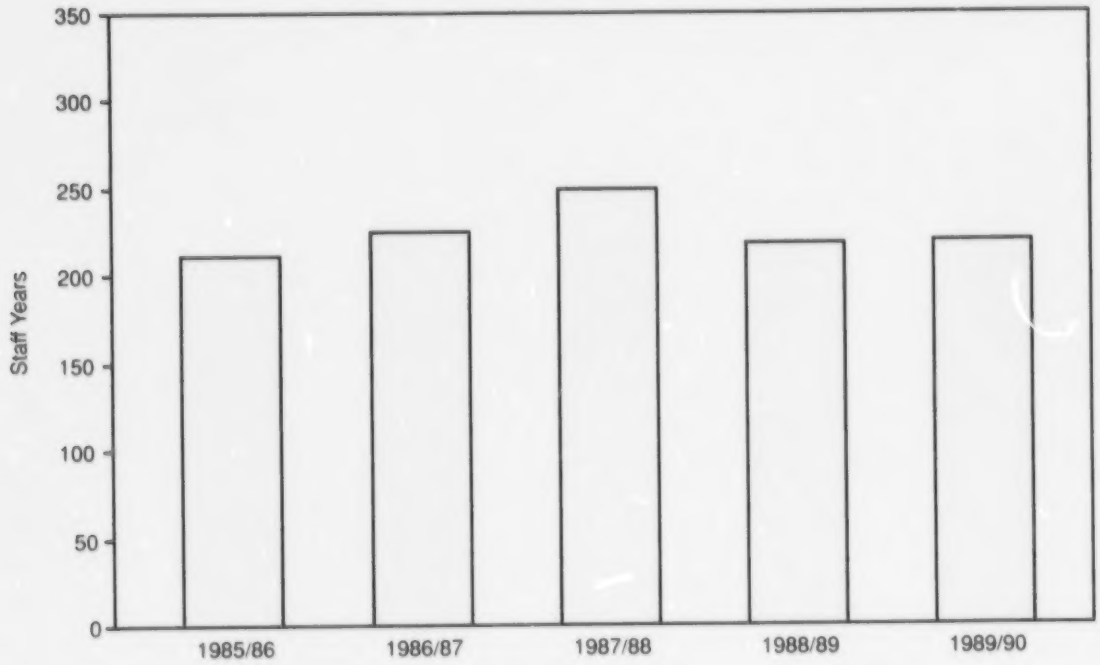
Industry, Trade and Tourism

Five Year Expenditure History
Non Operating Divisions



Industry, Trade and Tourism

Five Year Staff History



Industry, Trade and Tourism

Department Staffing Analysis

Fiscal Year 1989/90

Executive Support
Minister — J.A. Ernst
Deputy Minister — H.G. Eliasson
1 — Executive Assistant
1 — Special Assistant
1 — Professional/Technical
4 — Administrative Support

Strategic Planning
1 — Executive Director — N. Allison (Acting)
5 — Professional/Technical
3 — Administrative Support

Finance and Administration
Director — V.A. Zinger
7 — Professional/Technical
11 — Administrative Support

Fitness Directorate
Director — J.T. Evanchuk
2 — Professional/Technical

Industry and Trade Division

Administration
Assistant Deputy Minister — D.H. Cleve
4 — Administrative Support

Industry — Sectoral Development
Director — M.F. Wallace
13 — Professional/Technical
3 — Administrative Support

Industry — Investment Promotion
Director — P.G. Leslie
5 — Professional/Technical
1 — Administrative Support

Financial Programs
Director — W.J. Kinnear
7 — Professional/Technical
3 — Administrative Support

Health Industry Development Initiative
Assistant Deputy Minister — I.H. Blicq
Director — R.A. Ebbeling
5 — Professional/Technical
2 — Administrative Support

Trade
Director — H.G. Goy
13 — Professional/Technical
2 — Administrative Support

Business Resource Centre
Director — M.B. Levy (Acting)
7 — Professional/Technical
5 — Administrative Support

Industrial Technology
Executive Director — J.K. Reichert
5 — Professional/Technical
2 — Administrative Support

Information Technology
Executive Director — E. Gonzalez
4 — Professional/Technical
4 — Administrative Support

Manitoba Research Council
Chairperson — R. Hood
President — E.O. Nyborg
The Manitoba Research Council staff complement varies from 75 to 90 of which 28 are reflected in the Department's staffing complement.

Tourism Division — Administration
Assistant Deputy Minister — H.J. Mesman (Acting)
1 — Professional/Technical
2 — Administrative Support

Marketing
Director — H.J. Mesman
9 — Professional/Technical
7 — Administrative Support
5 — Other (Term)

Development
Director — W. Barbaza
6 — Professional/Technical
1 — Administrative Support

Quality Assurance
Manager — J.H. Erickson
2 — Administrative Support

Corporate and Community Relations
Director — T.W. Lewycky
6 — Professional/Technical
2 — Administrative Support

Canada-Manitoba Tourism Agreement 1985-1990
10 — Professional/Technical
4 — Administrative Support